

1989

Calendar Year End: 1989
Release Date: July 1990

Financial and Operating Ratios

Survey No. 28

Plastic
Processing
Companies



Sponsored by the
Financial Management
Committee of:

The Society of the
Plastics Industry, Inc.

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FINANCIAL AND OPERATING RATIOS SURVEY

SURVEY NO. 28 - 1989

PLASTICS PROCESSING COMPANIES

SPONSORED BY THE FINANCIAL MANAGEMENT COMMITTEE

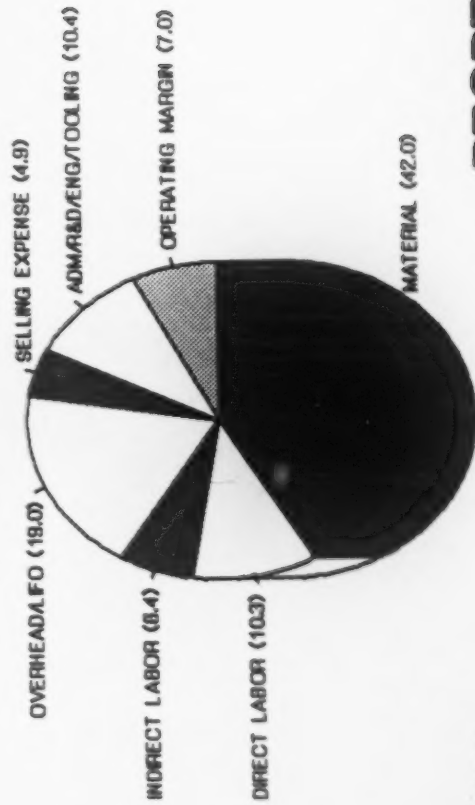
THE SOCIETY OF THE PLASTICS INDUSTRY, INC.

COMPILED BY ERNST & YOUNG, WASHINGTON, D.C

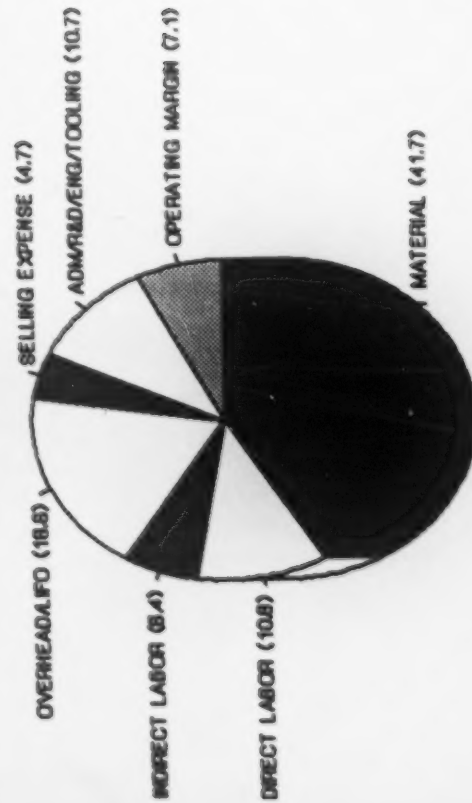
ASSOCIATION SERVICES GROUP

DISTRIBUTION OF SALES DOLLAR (PERCENT OF NET SALES)

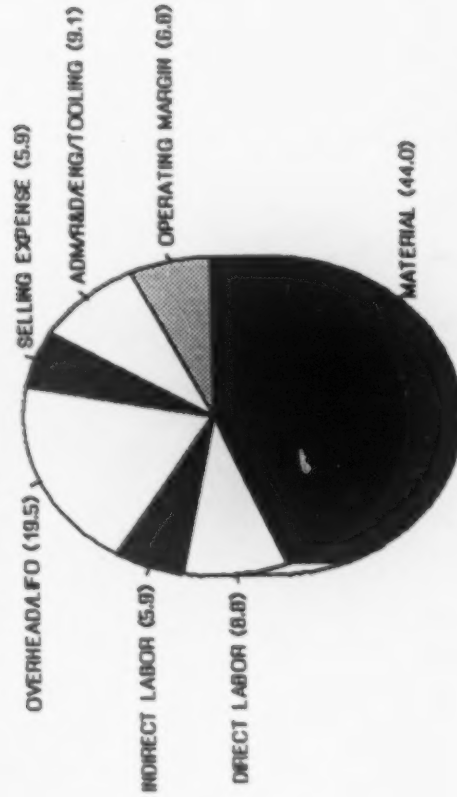
TOTAL



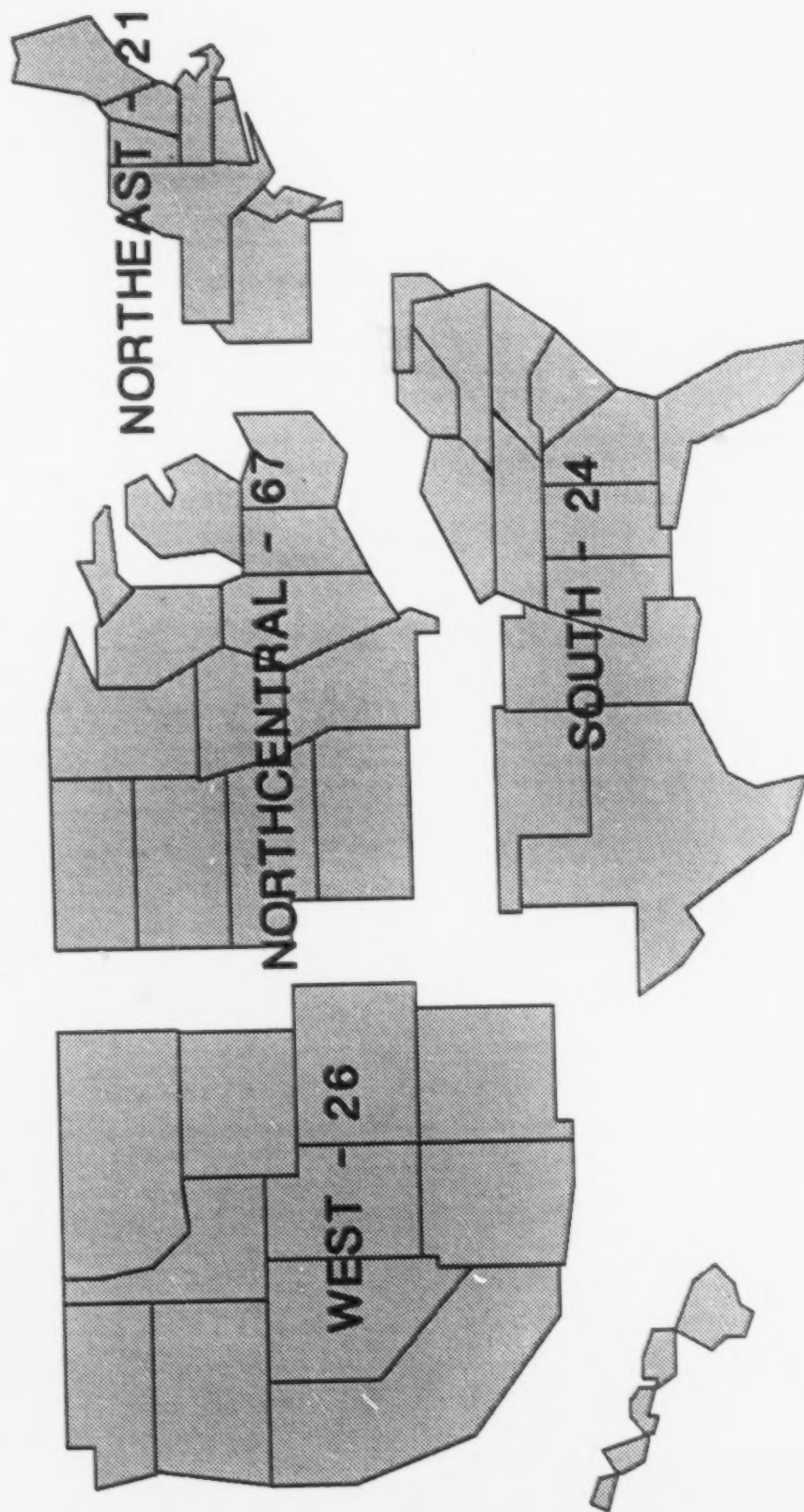
CUSTOM



PROPRIETARY



NUMBER OF RESPONSES BY REGION



* 1 Canadian Response

ABOUT THE FINANCIAL MANAGEMENT COMMITTEE. . .

The Financial Management Committee is comprised of executives from over one hundred plastics processing firms located throughout the United States. Each representative has an extensive background in finance, management, and manufacturing. The group meets regularly during the year to discuss industry problems and monitor the various survey programs.

At present, the Committee conducts annual and biennial surveys among the Society's plastics processing companies. They regularly sponsor a Financial and Operating Ratios Survey, a Salary and Sales Policy Survey, a Labor Survey, and an Employee Benefits Survey.

Besides the survey work, this group also conducts seminars and conferences.

For more information on how to become an active member of this important Committee, write to the Staff Director, Financial Management Committee, The Society of the Plastics Industry, Inc., 1275 K Street, N.W., Suite 400, Washington, D.C. 20005.

HOW TO ORDER

All orders for The Financial and Operating Ratios Survey No. 28, (1989) should be directed to The Society of the Plastics Industry, Inc., P.O. Box 753, Waldorf, MD 20604. Checks made payable to SPI must accompany all orders. Price \$75 per copy for SPI members and \$200 for non-members.

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HIGHLIGHTS OF SURVEY

The twenty-eighth Financial & Operating Ratios Survey reports data from 137 SPI member companies representing 139 operations. The report provides an industry basis for individual companies to compare their financial and operating position to all companies as well as firms of similar size, processing methods, profitability and geographic location.

Any company whose business was equal to or greater than thirty percent custom or proprietary was included in those analyses. Similarly, any company which had thirty percent or more of its business in a specific process type or end use application was included in those analyses. Because some companies did not meet these criteria or did not respond to every question, the total number of responses on a given page may not equal the sum of the number responding for each breakout. In the regional breakout, one company reported from Canada and is not included in that analysis.

Each statistical ratio represents the average for all companies providing the necessary data for the particular calculation. Some data were excluded from the statistical section if they skewed the average unnecessarily. Definitions for specified statistical ratios are included in Appendix A.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
 SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
 BREAKDOWN BY NUMBER OF EMPLOYEES AND PERCENT CHANGE IN NET SALES

NO. 28

NUMBER OF EMPLOYEES	SALES VOLUME				TOTAL
	UNDER \$5MM	\$5MM- \$10MM	\$10MM- \$25MM	OVER \$25MM	
1 - 49	40	2	-	-	42
50 - 99	10	9	6	-	25
100 - 199	-	6	15	3	24
200 - 299	-	2	13	5	20
300 - 399	-	-	3	4	7
400 - 499	-	-	1	5	6
500 Or More	-	-	-	15	15
TOTAL	50	19	38	32	139

PERCENT CHANGE IN NET SALES, 1988-1989	SALES VOLUME				TOTAL
	UNDER \$5MM	\$5MM- \$10MM	\$10MM- \$25MM	OVER \$25MM	
0% Or Less	14	2	8	8	32
0.1 - 9.9%	12	5	11	12	40
10 - 19.9%	5	6	11	9	31
20 - 29.9%	10	2	6	1	19
30 - 39.9%	3	3	-	1	7
40 - 49.9%	1	-	1	-	2
50% Or More	1	1	-	1	3
No Response	4	-	1	-	5
TOTAL	50	19	38	32	139

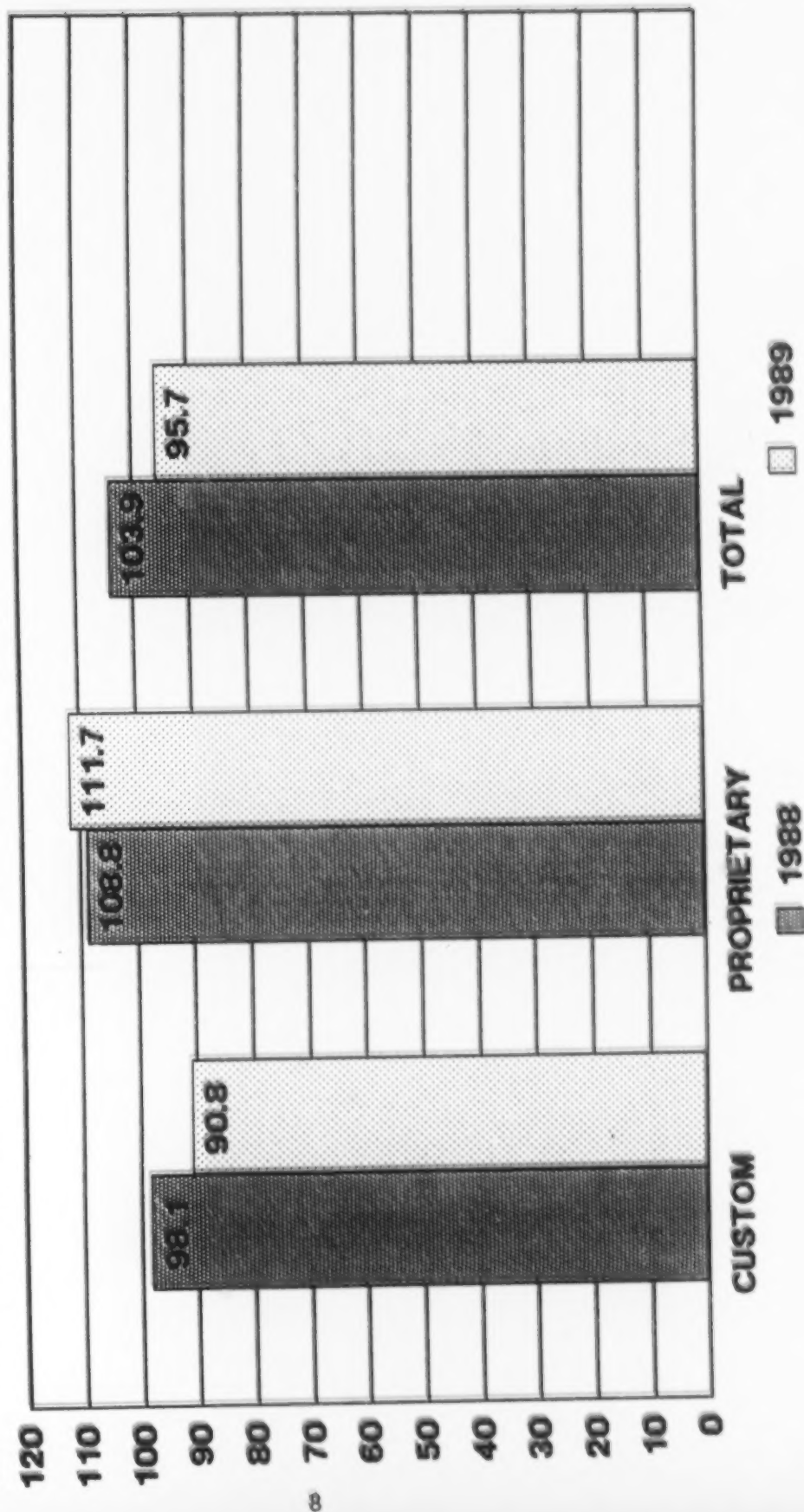
Graphs



NET SALES/AVERAGE NUMBER OF EMPLOYEES

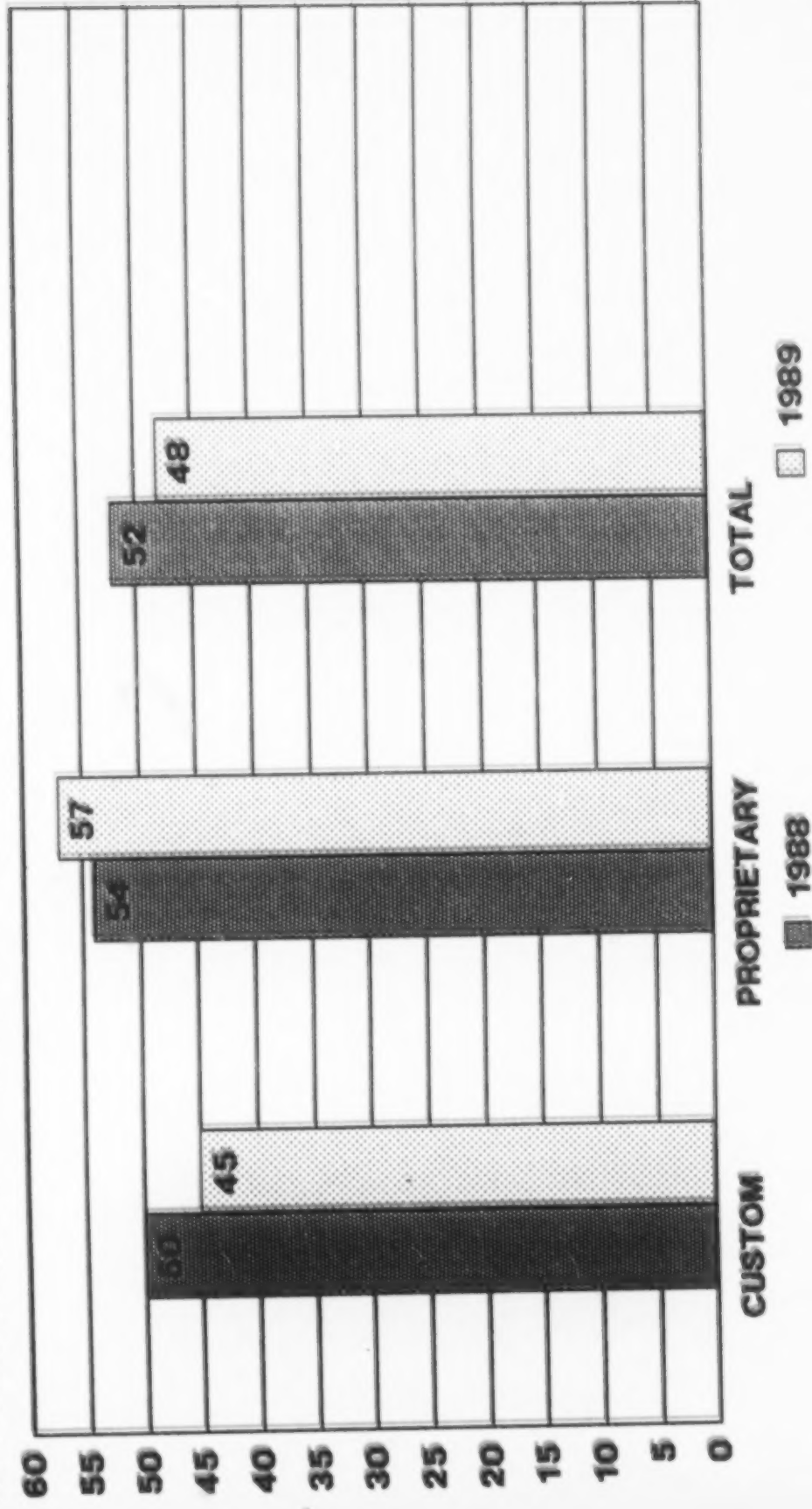
1988-1989

NET SALES/AVERAGE NUMBER OF EMPLOYEES (\$ 000)



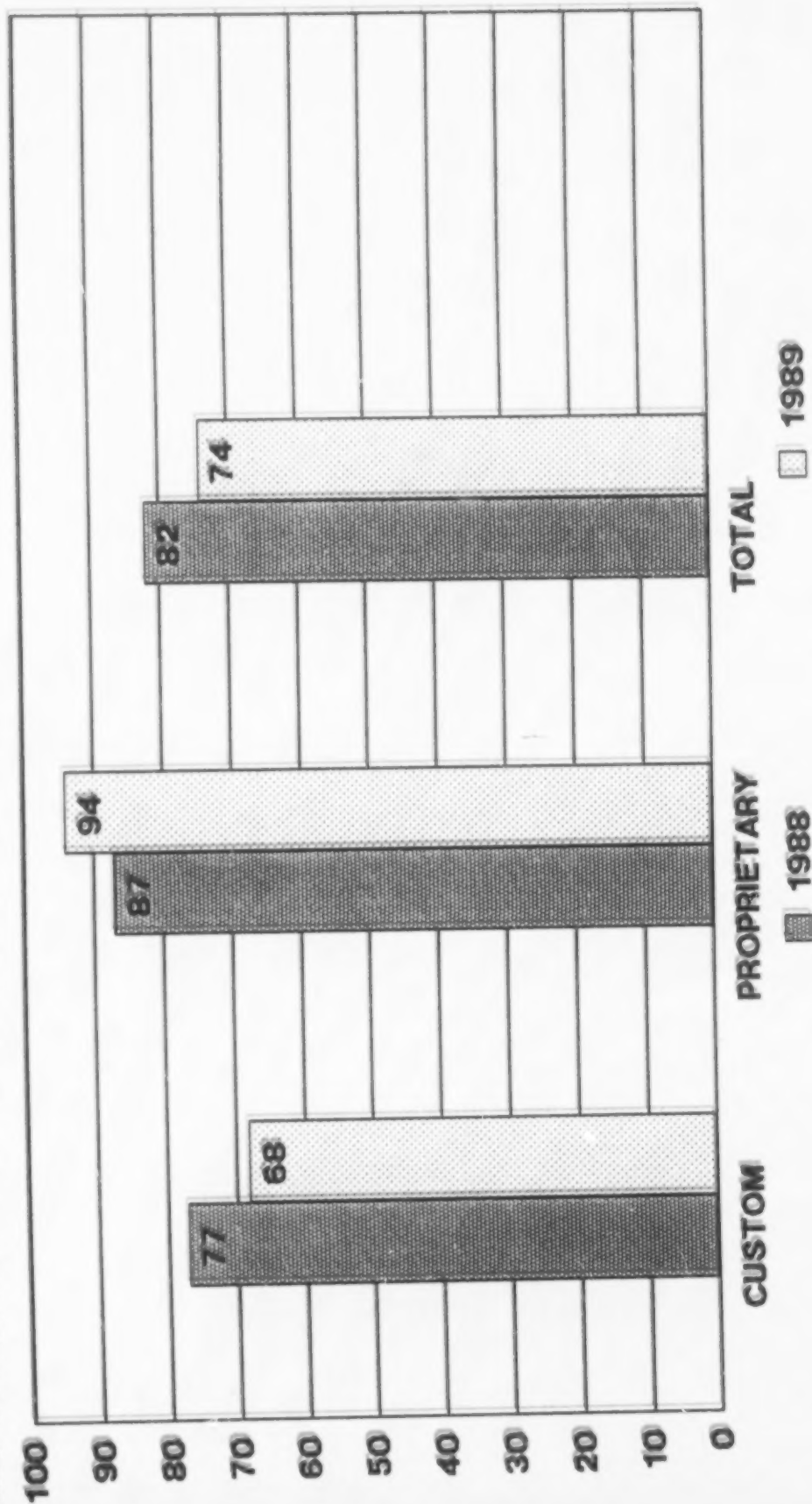
NET SALES/ALL EMPLOYEE HOURS 1988-1989

NET SALES/ALL EMPLOYEE HOURS (\$)



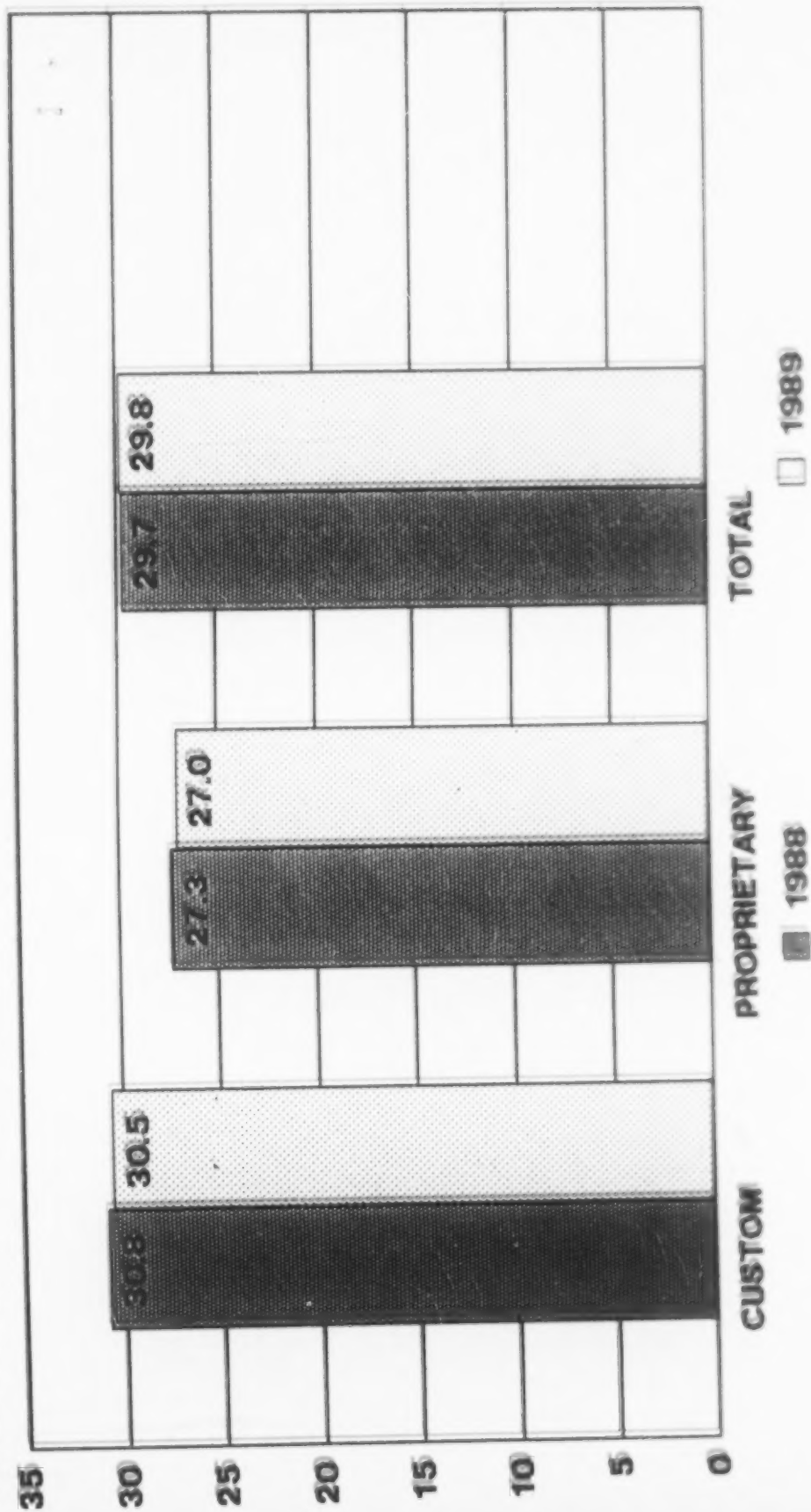
NET SALES/PRODUCTION WORKER HOURS 1988-1989

NET SALES/PRODUCTION WORKER HOURS (\$)



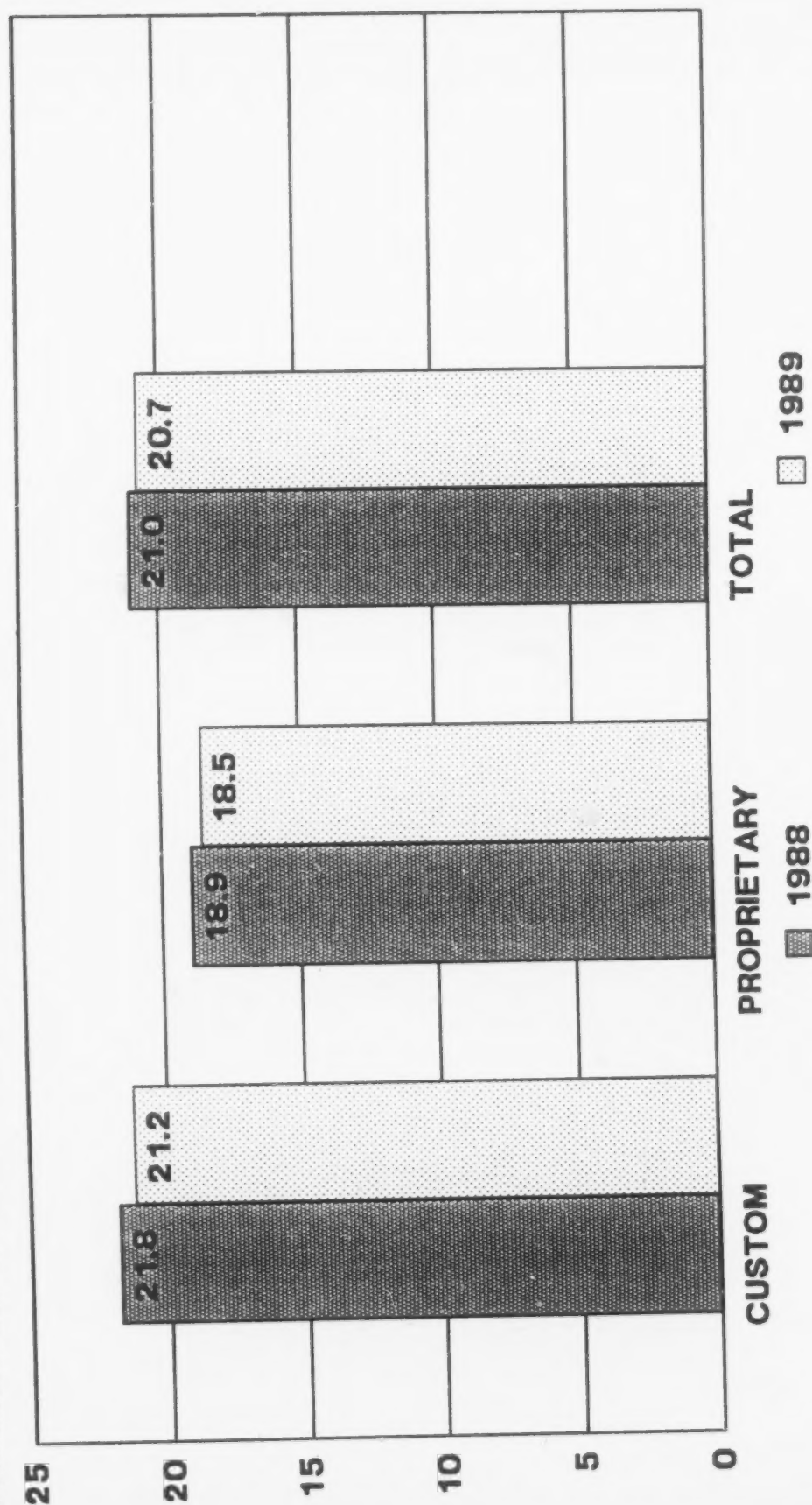
TOTAL EMPLOYMENT COSTS/NET SALES **1988-1989**

TOTAL EMPLOYMENT COSTS/NET SALES (%)



PRODUCTION WORKER EMPLOYMENT COSTS/NET SALES 1988-1989

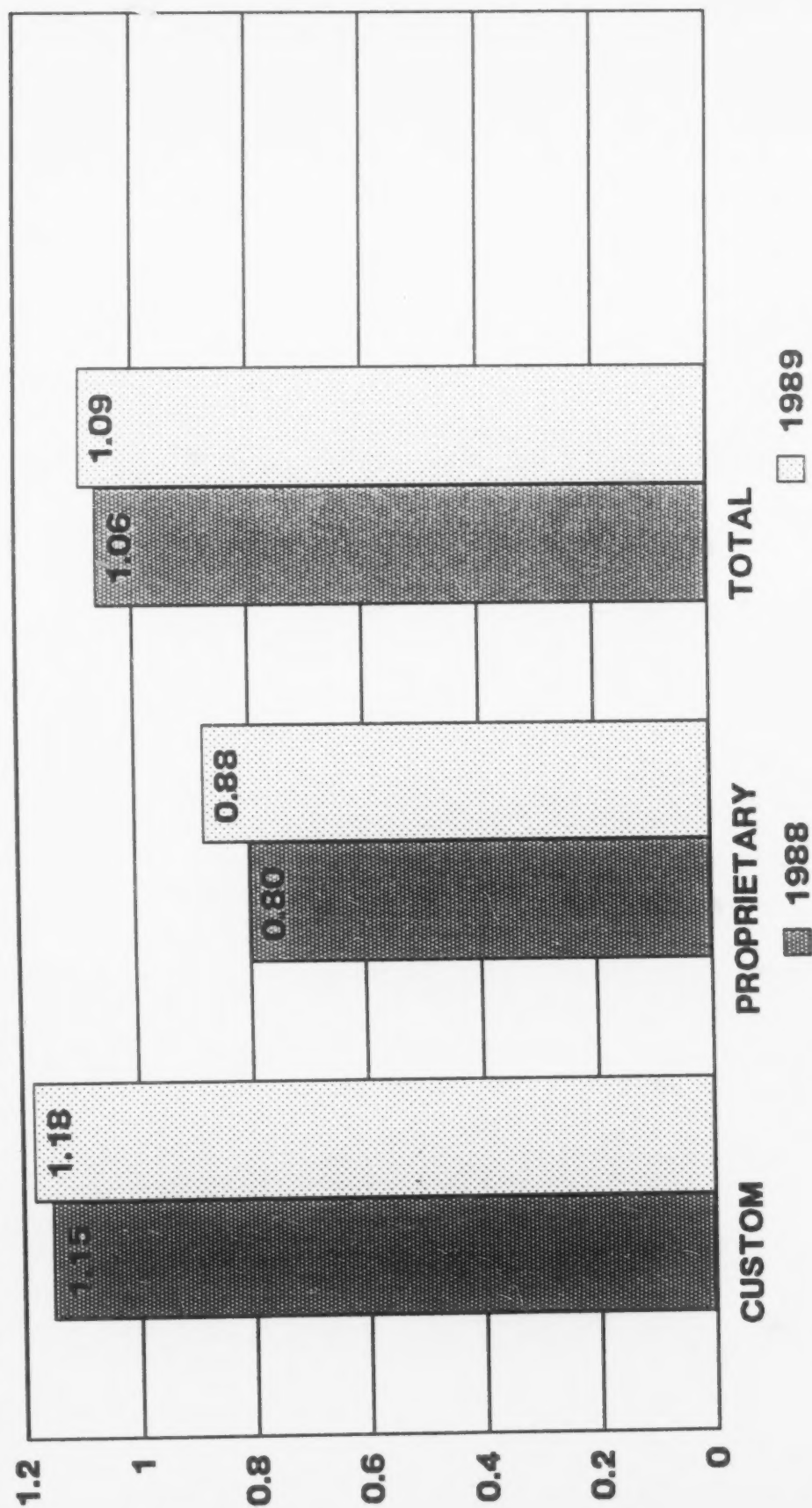
PRODUCTION WORKER EMPLOYMENT COSTS/NET SALES (%)



TOTAL EMPLOYMENT COSTS/POUNDS PROCESSED

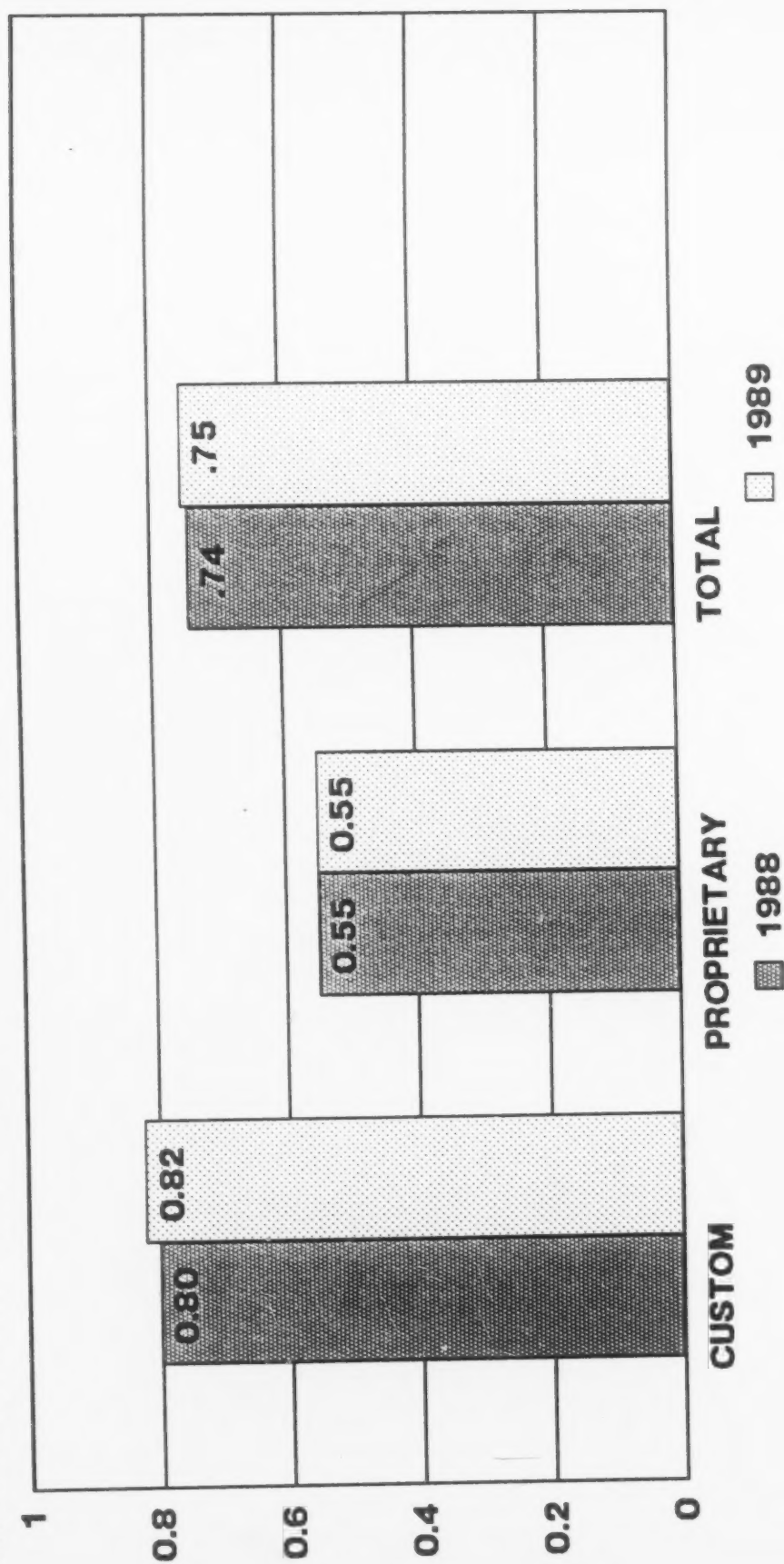
1988-1989

TOTAL EMPLOYMENT COSTS/LBS. PROCESSED (\$)

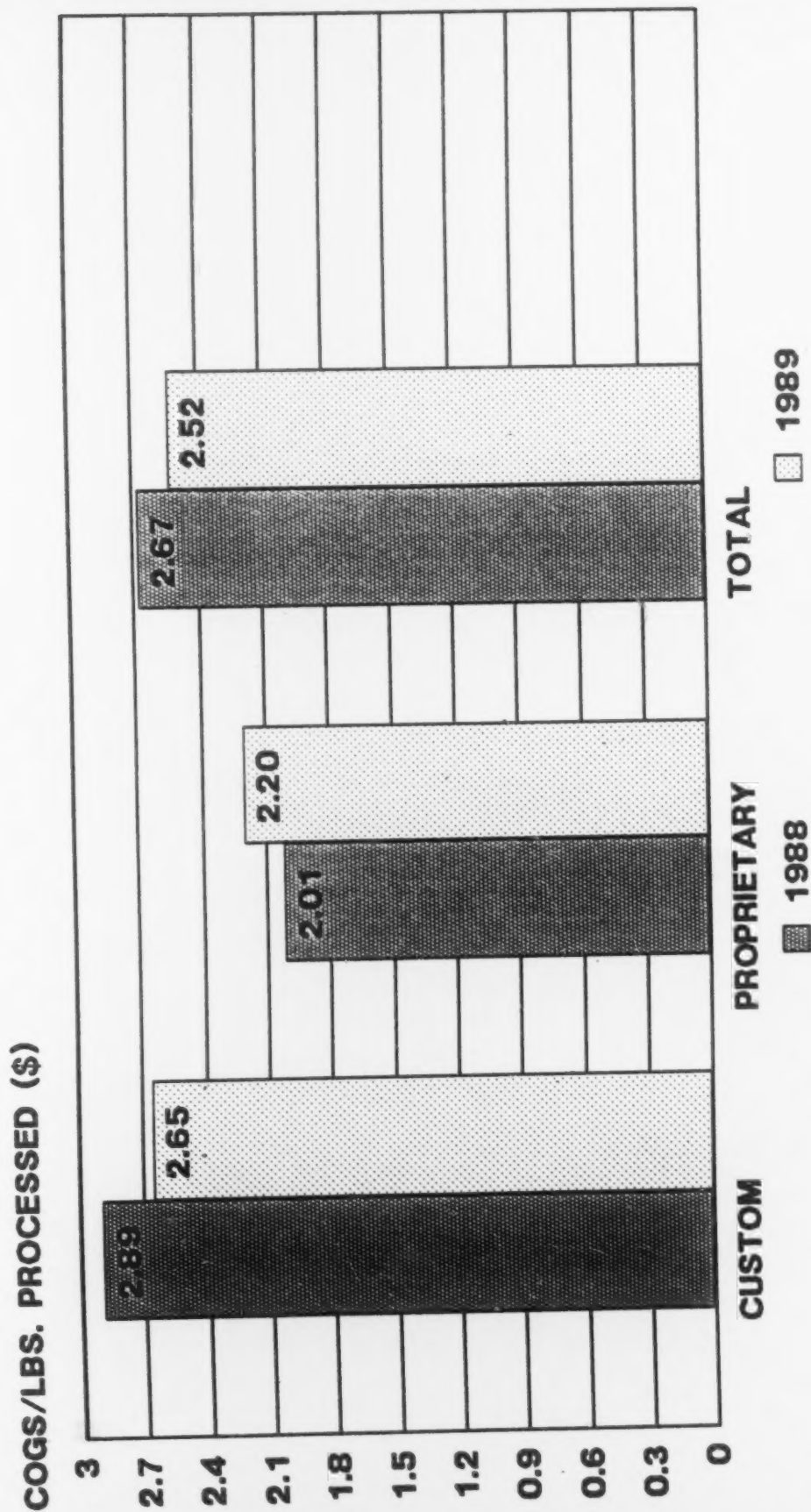


PRODUCTION WORKER EMPLOYMENT COSTS/ POUNDS PROCESSED 1988-1989

PRODUCTION WORKER EMPLOYMENT COSTS/LBS. PROCESSED (\$)



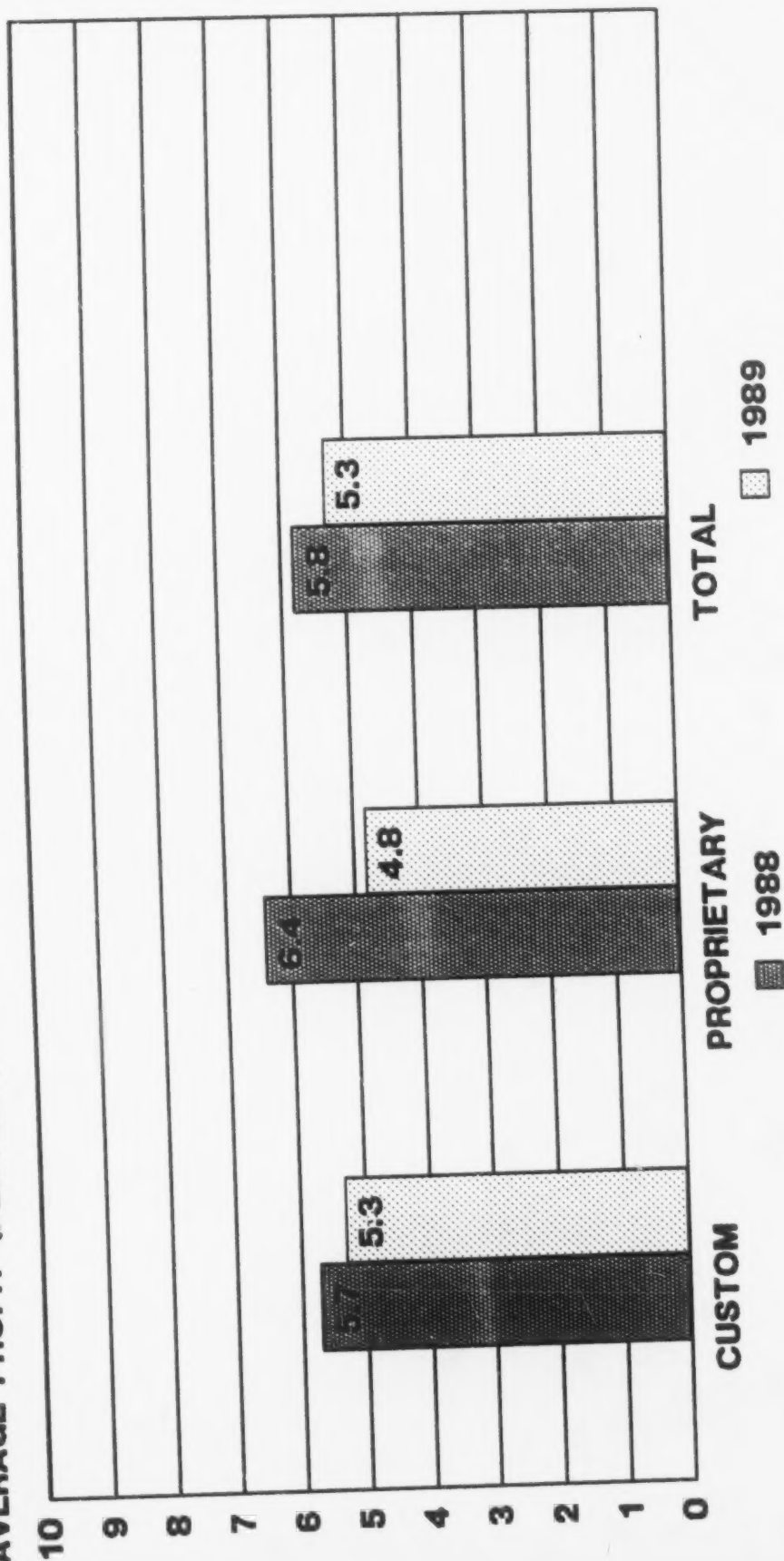
TOTAL PRODUCTION RELATED EXPENSES/ POUNDS PROCESSED 1988-1989



AVERAGE PROFIT BEFORE INCOME TAXES AS A PERCENT OF NET SALES

1988-1989

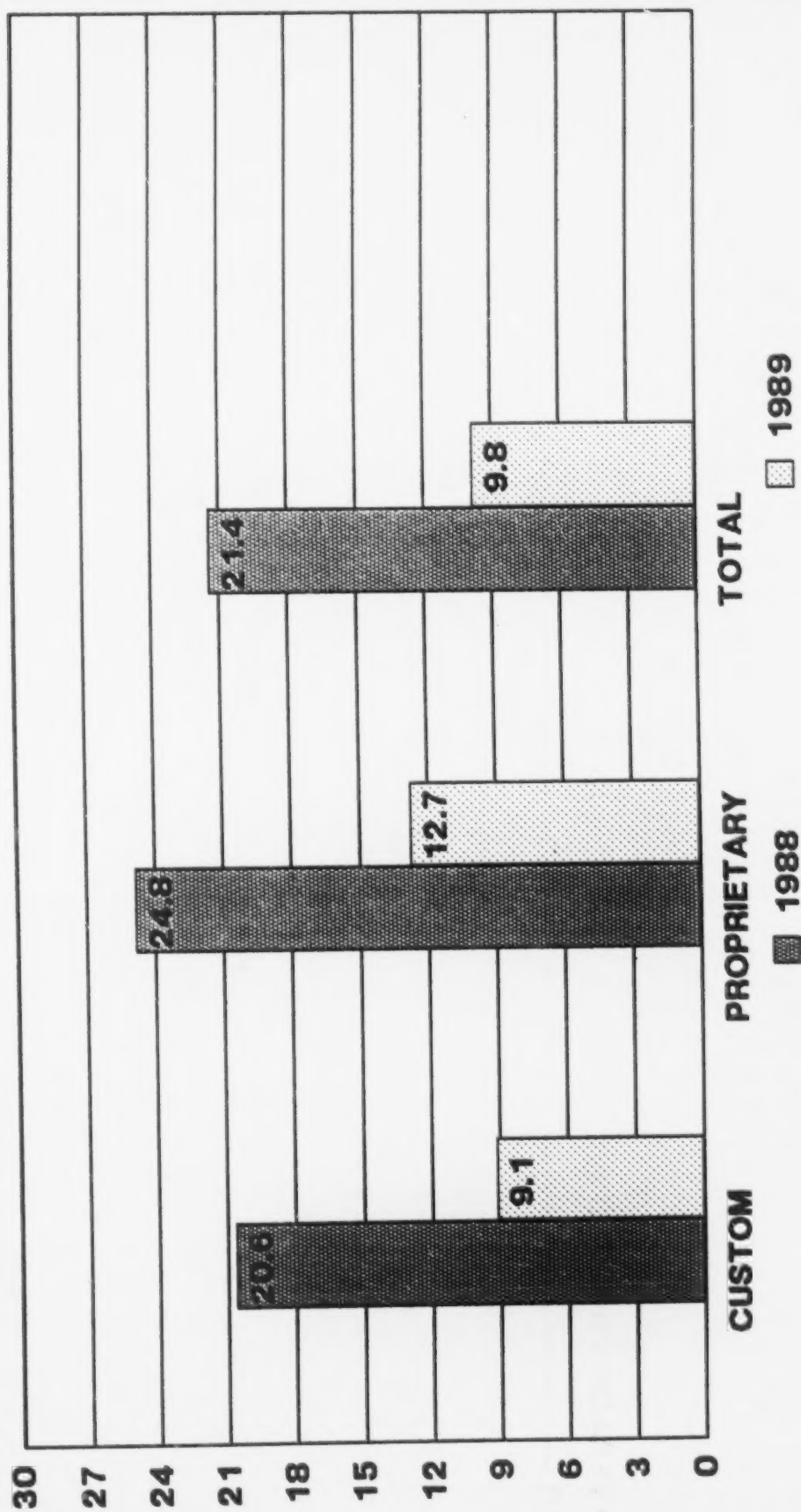
AVERAGE PROFIT (PERCENT)



PERCENT CHANGE IN NET SALES

1988-1989

PERCENT CHANGE IN NET SALES



Survey Information



1989 FINANCIAL & OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES AND BREAKDOWN BY SALES VOLUME

NO. 28

BALANCE SHEET	TOTAL	SALES VOLUME			
		UNDER \$5MM	\$5MM- \$10MM	\$10MM- \$25MM	OVER \$25MM
Cash and Marketable Securities	6.6	8.8	6.6	6.0	4.0
Accounts Receivable	25.8	27.2	29.4	25.0	22.3
Inventory, Total	18.8	19.6	19.3	18.7	17.4
Raw Materials (include packaging and shipping supplies)	10.1	11.0	10.3	11.0	7.8
Work in Progress	2.2	2.2	3.0	2.4	1.6
Finished Goods	8.1	7.2	7.7	7.5	10.2
LIFO Reserve	(1.3)	(0.3)	(1.8)	(1.8)	(2.0)
Other Current Assets	4.0	4.8	5.3	3.2	3.3
TOTAL CURRENT ASSETS	55.2	60.4	60.6	52.9	47.0
Land and Buildings (net of depreciation)	10.1	4.2	9.1	13.6	15.1
Machinery, Equipment, and Tooling (net of depreciation)	28.5	30.7	26.4	25.2	30.5
Other Long Term Assets	6.2	4.7	3.9	8.3	7.4
TOTAL ASSETS	100.0	100.0	100.0	100.0	100.0
Accounts Payable	14.5	15.3	18.8	14.9	10.1
Other Current Liabilities	9.4	9.0	11.6	10.2	8.0
Notes Payable	13.3	15.1	9.1	15.5	10.8
Current Portion of Long Term Debt	5.0	6.0	6.5	4.2	3.4
TOTAL CURRENT LIABILITIES	42.2	45.4	46.0	44.8	32.3
Long Term Debt (less current portion)	7.4	6.3	7.6	4.9	11.8
TOTAL LIABILITIES	49.6	51.7	53.6	49.7	44.1
EQUITY (NET WORTH)	50.4	48.3	46.4	50.3	55.9
TOTAL LIABILITIES AND NET WORTH	100.0	100.0	100.0	100.0	100.0
Number of Responses	134	47	18	37	32

Note: Figures given are averages as a percent of Total Assets.
 Some companies did not provide a breakdown for their inventory; therefore, total inventory may not equal the sum of its components.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES AND BREAKDOWN BY SALES VOLUME

NO. 28..

INCOME STATEMENT	TOTAL	SALES VOLUME			
		UNDER \$5MM	\$5MM- \$10MM	\$10MM- \$25MM	OVER \$25MM
Net Sales	100.0	100.0	100.0	100.0	100.0
Direct Materials	42.0	36.2	42.7	44.0	47.8
Direct Labor	10.3	12.9	9.9	9.8	7.3
Indirect Labor	6.4	5.4	7.4	6.7	7.0
Manufacturing Personnel Fringe Benefits	4.0	3.3	4.0	4.4	4.5
Depreciation Expense	3.4	3.7	2.8	2.9	3.9
Other Manufacturing Expense	11.5	12.2	11.8	11.6	10.4
LIFO Valuations	0.1	0.2	A	0.2	(0.1)
Total Production Related Expenses (COGS)	77.7	73.9	78.6	79.6	80.8
GROSS MARGIN	22.3	26.1	21.4	20.4	19.2
Sales Salaries, Commissions, Fringe Benefits	3.1	3.4	3.7	3.0	2.4
Other Selling Expense	1.8	1.8	2.0	1.3	2.1
Administrative Salaries and Wages (Includes engineering, R&D, and other)	5.0	7.0	3.7	4.1	3.7
Administrative Expense (excluding compensation and fringe benefits)	4.1	6.3	3.4	2.9	2.4
Administrative Fringe Benefits	0.9	1.1	0.7	1.0	0.9
Other Engineering/R&D Expense, Net on Tooling Transactions	0.4	0.4	0.5	0.3	0.4
Total Non-Production Related Expenses (SG&A)	15.3	20.0	14.0	12.6	11.9
OPERATING MARGIN	7.0	6.1	7.4	7.8	7.3
Interest Expense (Income)	1.4	1.5	1.2	1.2	1.7
Other Expense (Income)	0.3	0.9	A	(0.1)	0.1
Profit Before Income Taxes	5.3	3.7	6.2	6.7	5.5
Income Taxes	1.2	0.6	2.2	1.3	1.1
Profit After Income Taxes	4.3	3.2	4.0	5.4	5.1
Number of Responses	139	50	19	38	32

A - Less than 0.1%.

Note: Figures given are averages as a percent of Net Sales.

Some companies did not provide a figure for income taxes paid; therefore, Profit After Income Taxes may not equal the difference between Profit Before Income Taxes and Income Taxes paid.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES AND BREAKDOWN BY SALES VOLUME

NO. 28

STATISTICAL DATA	TOTAL	SALES VOLUME			
		UNDER \$5MM	\$5MM- \$10MM	\$10MM- \$25MM	OVER \$25MM
Net Sales/Average Number of Employees	\$95,677	\$72,239	\$95,858	\$104,343	\$121,903
Net Sales/All Employee Hours	\$48	\$36	\$49	\$53	\$59
Net Sales/Production Worker Hours	\$74	\$55	\$92	\$76	\$91
Total Employment Costs/Net Sales	29.8%	33.1%	29.5%	29.0%	25.8%
Production Worker Employment Costs/Net Sales	20.7%	21.5%	21.3%	20.9%	18.8%
Total Employment Costs/Lbs. Processed	\$1.09	\$1.69	\$0.98	\$0.87	\$0.59
Production Worker Employment Costs/Lbs. Processed	\$0.75	\$1.10	\$0.73	\$0.63	\$0.43
Total Production Related Expenses/Lbs. Processed	\$2.52	\$3.28	\$2.56	\$2.23	\$1.80
Productive Machine Hrs./Available Machine Hrs.	53.5%	45.6%	56.5%	55.5%	60.3%
Inventory Turnover (times)	10.7	12.1	10.1	10.9	9.0
Average Collection Period (days)	49	50	56	45	50
Asset Turnover (times)	2.0	2.2	2.1	2.1	1.7
Return on Assets (before tax)	11.8%	11.6%	12.0%	13.3%	10.1%
Return on Equity (before tax)	25.8%	27.9%	31.8%	24.6%	21.1%
Return on Assets (after tax)	9.8%	10.3%	7.7%	10.7%	9.1%
Return on Equity (after tax)	19.9%	21.1%	21.2%	20.1%	17.5%
Percent Change in Net Sales 1988-1989	9.8%	8.8%	16.3%	9.0%	8.4%
Number of Responses	139	50	19	38	32

Note: Each average is calculated using only those companies providing data necessary for the specified calculation.

1989 FINANCIAL & OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR CUSTOM PROCESSORS AND BREAKDOWN BY SALES VOLUME

NO. 28

BALANCE SHEET	CUSTOM PROCESSORS TOTAL	SALES VOLUME			
		UNDER \$5MM	\$5MM- \$10MM	\$10MM- \$25MM	OVER \$25MM
Cash and Marketable Securities	6.5	8.6	6.4	6.0	3.4
Accounts Receivable	26.8	28.4	30.6	26.1	22.8
Inventory, Total	18.4	19.5	18.7	18.0	16.7
Raw Materials (include packaging and shipping supplies)	10.6	11.2	10.5	11.4	8.4
Work in Progress	2.3	2.4	3.9	2.0	1.7
Finished Goods	7.0	6.6	6.3	6.3	8.9
LIFO Reserve	(1.2)	(0.3)	(2.1)	(1.3)	(2.1)
Other Current Assets	4.0	4.8	6.3	3.0	2.5
TOTAL CURRENT ASSETS	55.7	61.3	62.0	53.1	45.4
Land and Buildings (net of depreciation)	10.0	4.1	9.1	13.8	16.0
Machinery, Equipment, and Tooling (net of depreciation)	27.9	29.6	25.2	24.6	30.9
Other Long Term Assets	6.4	5.0	3.7	8.5	7.7
TOTAL ASSETS	100.0	100.0	100.0	100.0	100.0
Accounts Payable	15.3	15.8	21.1	15.8	10.9
Other Current Liabilities	10.1	9.4	13.3	10.5	8.8
Notes Payable	13.9	14.9	9.8	14.4	13.7
Current Portion of Long Term Debt	5.1	5.8	6.7	4.2	4.1
TOTAL CURRENT LIABILITIES	44.4	45.9	50.9	44.9	37.5
Long Term Debt (less current portion)	7.3	6.5	3.0	5.4	13.7
TOTAL LIABILITIES	51.7	52.4	53.9	50.3	51.2
EQUITY (NET WORTH)	48.3	47.6	46.1	49.7	48.8
TOTAL LIABILITIES AND NET WORTH	100.0	100.0	100.0	100.0	100.0
Number of Responses	113	43	14	32	24

Note: Figures given are averages as a percent of Total Assets.

Some companies did not provide a breakdown for their inventory; therefore, total inventory may not equal the sum of its components.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR CUSTOM PROCESSORS AND BREAKDOWN BY SALES VOLUME

NO. 28

INCOME STATEMENT	CUSTOM PROCESSORS TOTAL	SALES VOLUME			
		UNDER \$5MM	\$5MM- \$10MM	\$10MM- \$25MM	OVER \$25MM
Net Sales	100.0	100.0	100.0	100.0	100.0
Direct Materials	41.7	35.7	43.3	44.6	47.1
Direct Labor	10.8	13.2	10.4	9.9	7.8
Indirect Labor	6.4	5.5	7.8	6.3	7.5
Manufacturing Personnel Fringe Benefits	4.0	3.3	4.2	4.1	5.1
Depreciation Expense	3.2	3.5	2.8	2.8	3.5
Other Manufacturing Expense	11.3	11.7	11.6	11.1	10.8
LIFO Valuations	0.1	0.2	(0.1)	0.3	(0.1)
Total Production Related Expenses (COGS)	77.5	73.1	80.0	79.1	81.7
GROSS MARGIN	22.5	26.9	20.0	20.9	18.3
Sales Salaries, Commissions, Fringe Benefits	3.1	3.5	3.3	2.9	2.4
Other Selling Expense	1.6	1.9	1.4	1.1	1.8
Administrative Salaries and Wages (includes engineering, R&D, and other)	5.2	7.2	3.7	4.3	4.2
Administrative Expense (excluding compensation and fringe benefits)	4.2	6.8	2.7	2.7	2.3
Administrative Fringe Benefits	0.9	1.0	0.7	1.0	0.8
Other Engineering/R&D Expense, Net on Tooling Transactions	0.4	0.4	0.6	0.3	0.3
Total Non-Production Related Expenses (SG&A)	15.4	20.8	12.4	12.3	11.8
OPERATING MARGIN	7.1	6.1	7.6	8.6	6.5
Interest Expense (Income)	1.6	1.7	1.1	1.2	2.2
Other Expense (Income)	0.2	0.4	(0.1)	(0.1)	0.1
Profit Before Income Taxes	5.3	4.0	6.6	7.5	4.2
Income Taxes	1.2	0.9	2.4	1.5	0.6
Profit After Income Taxes	4.4	3.3	4.2	6.1	4.4
Number of Responses	117	45	15	33	24

Note: Figures given are averages as a percent of Net Sales.

Some companies did not provide a figure for income taxes paid; therefore, Profit After Income Taxes may not equal the difference between Profit Before Income Taxes and Income Taxes paid.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR CUSTOM PROCESSORS AND BREAKDOWN BY SALES VOLUME

NO. 28

STATISTICAL DATA	CUSTOM PROCESSORS TOTAL	SALES VOLUME			
		UNDER \$5MM	\$5MM- \$10MM	\$10MM- \$25MM	OVER \$25MM
Net Sales/Average Number of Employees	\$90,829	\$69,422	\$92,589	\$105,970	\$109,050
Net Sales/All Employee Hours	\$45	\$34	\$47	\$53	\$53
Net Sales/Production Worker Hours	\$68	\$53	\$75	\$75	\$81
Total Employment Costs/Net Sales	30.5%	33.6%	30.1%	28.4%	27.7%
Production Worker Employment Costs/Net Sales	21.2%	22.0%	22.4%	20.2%	20.3%
Total Employment Costs/Lbs. Processed	\$1.18	\$1.77	\$1.08	\$0.92	\$0.63
Production Worker Employment Costs/Lbs. Processed	\$0.82	\$1.15	\$0.83	\$0.66	\$0.47
Total Production Related Expenses/Lbs. Processed	\$2.65	\$3.33	\$2.80	\$2.39	\$1.80
Productive Machine Hrs./Available Machine Hrs.	51.2%	44.2%	53.8%	54.5%	56.7%
Inventory Turnover (times)	11.3	12.4	10.5	11.4	9.6
Average Collection Period (days)	50	50	59	47	51
Asset Turnover (times)	2.0	2.1	2.0	2.1	1.7
Return on Assets (before tax)	11.8%	10.9%	12.8%	14.8%	8.9%
Return on Equity (before tax)	26.5%	25.7%	36.2%	27.4%	21.4%
Return on Assets (after tax)	9.8%	9.3%	8.1%	11.9%	8.7%
Return on Equity (after tax)	20.6%	18.8%	23.8%	22.5%	19.2%
Percent Change in Net Sales 1988-1989	9.1%	8.1%	15.4%	9.3%	6.7%
Number of Responses	117	45	15	33	24

Note: Each average is calculated using only those companies providing data necessary for the specified calculation.

1989 FINANCIAL & OPERATING RATIOS SURVEY
 SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
 TOTALS FOR PROPRIETARY PROCESSORS AND BREAKDOWN BY SALES VOLUME

NO. 28

BALANCE SHEET	PROPRIETARY PROCESSORS TOTAL	SALES VOLUME			
		UNDER \$5MM	\$5MM- \$10MM	\$10MM- \$25MM	OVER \$25MM
Cash and Marketable Securities	5.9	8.5	6.3	4.2	4.9
Accounts Receivable	22.1	23.5	27.0	19.6	20.5
Inventory, Total	21.4	23.8	22.2	21.5	19.6
Raw Materials (include packaging and shipping supplies)	8.3	10.3	9.8	9.4	9.9
Work in Progress	2.0	2.3	0.8	4.1	1.4
Finished Goods	13.0	13.0	12.5	13.2	13.1
LIFO Reserve	(1.6)	A	(0.7)	(3.5)	(1.8)
Other Current Assets	4.0	4.6	4.6	3.3	3.9
TOTAL CURRENT ASSETS	53.4	60.4	60.1	48.6	48.8
Land and Buildings (net of depreciation)	10.2	4.2	7.3	11.6	14.4
Machinery, Equipment, and Tooling (net of depreciation)	30.1	34.0	28.8	30.0	28.2
Other Long Term Assets	6.3	1.4	3.8	9.8	9.6
TOTAL ASSETS	100.0	100.0	100.0	100.0	100.0
Accounts Payable	11.3	11.1	15.1	12.4	9.6
Other Current Liabilities	7.2	3.8	10.9	7.5	9.0
Notes Payable	12.6	12.7	8.2	18.0	11.3
Current Portion of Long Term Debt	4.8	7.6	6.1	4.9	2.5
TOTAL CURRENT LIABILITIES	35.9	35.2	40.3	42.8	31.4
Long Term Debt (less current portion)	10.1	7.8	19.1	3.8	11.5
TOTAL LIABILITIES	46.0	43.0	59.4	46.6	42.9
EQUITY (NET WORTH)	54.0	57.0	40.6	53.4	57.1
TOTAL LIABILITIES AND NET WORTH	100.0	100.0	100.0	100.0	100.0
Number of Responses	35	9	5	7	14

A - Less than 0.1%.

Note: Figures given are averages as a percent of Total Assets.
 Some companies did not provide a breakdown for their inventory; therefore, total inventory may not equal the sum of its components.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR PROPRIETARY PROCESSORS AND BREAKDOWN BY SALES VOLUME

NO. 28

INCOME STATEMENT	PROPRIETARY PROCESSORS TOTAL	SALES VOLUME			
		UNDER \$5MM	\$5MM- \$10MM	\$10MM- \$25MM	OVER \$25MM
Net Sales	100.0	100.0	100.0	100.0	100.0
Direct Materials	44.0	38.5	45.2	39.5	49.6
Direct Labor	8.8	11.9	7.5	9.3	6.9
Indirect Labor	5.9	4.2	5.6	8.4	6.1
Manufacturing Personnel Fringe Benefits	3.7	3.2	3.0	6.4	3.0
Depreciation Expense	4.1	4.7	2.8	3.6	4.4
Other Manufacturing Expense	11.8	13.1	11.2	13.5	10.2
LIFO Valuations	(0.1)	0.1	0.1	(0.1)	(0.4)
Total Production Related Expenses (COGS)	78.2	75.7	75.4	80.6	79.8
GROSS MARGIN	21.8	24.3	24.6	19.4	20.2
Sales Salaries, Commissions, Fringe Benefits	3.4	3.7	4.3	4.1	2.4
Other Selling Expense	2.5	1.2	3.7	2.8	2.8
Administrative Salaries and Wages (includes engineering, R&D, and other)	4.0	6.6	3.9	3.8	2.5
Administrative Expense (excluding compensation and fringe benefits)	3.5	3.7	5.4	3.5	2.6
Administrative Fringe Benefits	1.1	1.6	0.8	1.0	0.8
Other Engineering/R&D Expense, Net on Tooling Transactions	0.5	0.6	0.5	0.2	0.7
Total Non-Production Related Expenses (SG&A)	15.0	17.4	18.6	15.4	11.8
OPERATING MARGIN	6.8	6.9	6.0	4.0	8.4
Interest Expense (Income)	1.3	0.8	1.8	1.6	1.4
Other Expense (Income)	0.7	2.2	0.2	(0.1)	0.1
Profit Before Income Taxes	4.8	3.9	4.0	2.5	6.9
Income Taxes	0.8	(0.1)	1.2	0.7	1.6
Profit After Income Taxes	4.1	4.0	2.8	1.8	6.1
Number of Responses	36	10	5	7	14

Note: Figures given are averages as a percent of Net Sales.

Some companies did not provide a figure for income taxes paid; therefore, Profit After Income Taxes may not equal the difference between Profit Before Income Taxes and Income Taxes paid.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR PROPRIETARY PROCESSORS AND BREAKDOWN BY SALES VOLUME

NO. 28

STATISTICAL DATA	PROPRIETARY PROCESSORS TOTAL	SALES VOLUME			
		UNDER \$5MM	\$5MM- \$10MM	\$10MM- \$25MM	OVER \$25MM
Net Sales/Average Number of Employees	\$111,650	\$84,315	\$106,672	\$93,169	\$142,192
Net Sales/All Employee Hours	\$57	\$47	\$58	\$49	\$67
Net Sales/Production Worker Hours	\$94	\$66	\$142	\$77	\$104
Total Employment Costs/Net Sales	27.0%	31.2%	25.1%	33.0%	21.7%
Production Worker Employment Costs/Net Sales	18.5%	19.3%	16.1%	24.1%	16.0%
Total Employment Costs/Lbs. Processed	\$0.88	\$2.00	\$0.55	\$0.60	\$0.41
Production Worker Employment Costs/Lbs. Processed	\$0.55	\$1.19	\$0.35	\$0.43	\$0.28
Total Production Related Expenses/Lbs. Processed	\$2.20	\$4.16	\$1.62	\$1.48	\$1.50
Productive Machine Hrs./Available Machine Hrs.	61.2%	46.2%	71.7%	63.2%	65.7%
Inventory Turnover (times)	7.8	7.0	9.1	7.9	7.7
Average Collection Period (days)	42	43	43	35	45
Asset Turnover (times)	2.0	2.1	2.5	2.0	1.7
Return on Assets (before tax)	10.7%	13.9%	8.6%	5.5%	11.8%
Return on Equity (before tax)	22.9%	34.5%	23.1%	10.1%	21.8%
Return on Assets (after tax)	9.5%	13.6%	6.0%	4.0%	10.6%
Return on Equity (after tax)	18.7%	29.8%	17.8%	7.7%	17.5%
Percent Change in Net Sales 1988-1989	12.7%	9.5%	17.2%	8.5%	14.9%
Number of Responses	36	10	5	7	14

Note: Each average is calculated using only those companies providing data necessary for the specified calculation.

1989 FINANCIAL & OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR CUSTOM PROCESSORS AND BREAKDOWN BY PROCESS TYPE

NO. 28

BALANCE SHEET	CUSTOM PROCESSORS TOTAL	PROCESS TYPE			
		COM- PRESSION/ TRANSFER	EXTRUSION	INJECTION MOLDING	THERMO- FORMING
Cash and Marketable Securities	6.5	7.5	8.2	5.6	7.9
Accounts Receivable	26.8	24.4	25.6	26.2	26.9
Inventory, Total	18.4	12.7	18.8	19.4	20.4
Raw Materials (include packaging and shipping supplies)	10.6	6.6	13.5	10.1	12.5
Work in Progress	2.3	2.1	1.4	3.0	2.2
Finished Goods	7.0	5.2	7.3	7.6	6.7
LIFO Reserve	(1.2)	(1.3)	(3.5)	(0.5)	(0.9)
Other Current Assets	4.0	3.1	3.4	3.0	4.4
TOTAL CURRENT ASSETS	55.7	47.7	56.0	54.2	59.6
Land and Buildings (net of depreciation)	10.0	14.4	13.6	6.8	9.2
Machinery, Equipment, and Tooling (net of depreciation)	27.9	29.4	22.2	32.4	27.3
Other Long Term Assets	6.4	8.5	8.2	6.6	3.9
TOTAL ASSETS	100.0	100.0	100.0	100.0	100.0
Accounts Payable	15.3	8.8	14.6	15.8	14.4
Other Current Liabilities	10.1	8.4	8.6	9.7	13.1
Notes Payable	13.9	9.9	12.2	15.2	18.2
Current Portion of Long Term Debt	5.1	1.6	2.9	6.3	3.6
TOTAL CURRENT LIABILITIES	44.4	28.7	38.3	47.0	49.3
Long Term Debt (less current portion)	7.3	8.2	3.1	8.9	8.9
TOTAL LIABILITIES	51.7	36.9	41.4	55.9	58.2
EQUITY (NET WORTH)	48.3	63.1	58.6	44.1	41.8
TOTAL LIABILITIES AND NET WORTH	100.0	100.0	100.0	100.0	100.0
Number of Responses	113	9	19	52	20

Note: Figures given are averages as a percent of Total Assets.
Some companies did not provide a breakdown for their inventory; therefore, total inventory may not equal the sum of its components.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR CUSTOM PROCESSORS AND BREAKDOWN BY PROCESS TYPE

NO. 28

INCOME STATEMENT	CUSTOM PROCESSORS TOTAL	PROCESS TYPE			
		COM- PRESSION/ TRANSFER	EXTRUSION	INJECTION MOLDING	THERMO- FORMING
Net Sales	100.0	100.0	100.0	100.0	100.0
Direct Materials	41.7	37.1	49.1	38.3	44.6
Direct Labor	10.8	10.7	6.6	12.3	10.0
Indirect Labor	6.4	11.7	5.0	7.0	4.6
Manufacturing Personnel Fringe Benefits	4.0	8.1	2.9	3.8	2.9
Depreciation Expense	3.2	3.1	2.9	3.7	2.8
Other Manufacturing Expense	11.3	11.4	9.5	12.9	11.1
LIFO Valuations	0.1	0.1	A	0.2	0.4
Total Production Related Expenses (COGS)	77.5	82.2	76.0	78.2	76.4
GROSS MARGIN	22.5	17.8	24.0	21.8	23.6
Sales Salaries, Commissions, Fringe Benefits	3.1	2.1	3.0	2.3	4.2
Other Selling Expense	1.6	1.1	1.5	1.4	1.5
Administrative Salaries and Wages (Includes engineering, R&D, and other)	5.2	5.4	5.4	6.1	4.3
Administrative Expense (excluding compensation and fringe benefits)	4.2	2.6	3.6	4.2	3.8
Administrative Fringe Benefits	0.9	0.8	1.0	0.9	0.9
Other Engineering/R&D Expense, Net on Tooling Transactions	0.4	0.1	0.5	0.1	0.9
Total Non-Production Related Expenses (SG&A)	15.4	12.1	15.0	15.0	15.6
OPERATING MARGIN	7.1	5.7	9.0	6.8	8.0
Interest Expense (Income)	1.6	1.0	1.0	1.8	2.0
Other Expense (Income)	0.2	(1.4)	0.1	A	0.5
Profit Before Income Taxes	5.3	6.1	7.9	5.0	5.5
Income Taxes	1.2	1.2	1.5	0.9	1.4
Profit After Income Taxes	4.4	5.9	6.4	4.3	4.4
Number of Responses	117	9	20	52	20

A - Less than 0.1%.

Note: Figures given are averages as a percent of Net Sales.

Some companies did not provide a figure for income taxes paid; therefore, Profit After Income Taxes may not equal the difference between Profit Before Income Taxes and Income Taxes paid.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR CUSTOM PROCESSORS AND BREAKDOWN BY PROCESS TYPE

NO. 28

STATISTICAL DATA	CUSTOM PROCESSORS TOTAL	PROCESS TYPE			
		COM- PRESSION/ TRANSFER	EXTRUSION	INJECTION MOLDING	THERMO- FORMING
Net Sales/Average Number of Employees	\$90,829	\$73,407	\$156,058	\$70,307	\$97,768
Net Sales/All Employee Hours	\$45	\$38	\$79	\$36	\$47
Net Sales/Production Worker Hours	\$68	\$50	\$129	\$49	\$71
Total Employment Costs/Net Sales	30.5%	38.8%	23.8%	32.5%	26.8%
Production Worker Employment Costs/Net Sales	21.2%	30.5%	14.5%	23.2%	17.4%
Total Employment Costs/Lbs. Processed	\$1.18	\$1.23	\$0.47	\$1.36	\$0.56
Production Worker Employment Costs/Lbs. Processed	\$0.82	\$0.98	\$0.27	\$0.94	\$0.36
Total Production Related Expenses/Lbs. Processed	\$2.65	\$2.49	\$1.17	\$3.15	\$1.48
Productive Machine Hrs./Available Machine Hrs.	51.2%	37.2%	62.2%	54.6%	38.8%
Inventory Turnover (times)	11.3	14.4	9.5	9.0	9.8
Average Collection Period (days)	50	46	50	52	49
Asset Turnover (times)	2.0	2.1	2.0	1.9	2.1
Return on Assets (before tax)	11.8%	13.0%	14.8%	10.1%	13.6%
Return on Equity (before tax)	26.5%	22.1%	30.7%	24.7%	36.6%
Return on Assets (after tax)	9.8%	12.4%	11.9%	8.4%	11.5%
Return on Equity (after tax)	20.6%	18.9%	25.4%	20.2%	29.7%
Percent Change in Net Sales 1988-1989	9.1%	11.5%	6.5%	8.3%	13.6%
Number of Responses	117	9	20	52	20

Note: Each average is calculated using only those companies providing data necessary for the specified calculation.

1989 FINANCIAL & OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR PROPRIETARY PROCESSORS AND BREAKDOWN BY PROCESS TYPE

NO. 28

BALANCE SHEET	PROPRIETARY PROCESSORS TOTAL	PROCESS TYPE	
		EXTRUSION	INJECTION MOLDING
Cash and Marketable Securities	5.9	5.7	5.3
Accounts Receivable	22.1	24.2	23.2
Inventory, Total	21.4	20.4	18.0
Raw Materials (include packaging and shipping supplies)	8.3	7.7	6.2
Work in Progress	2.0	2.2	0.8
Finished Goods	13.0	13.6	12.5
LIFO Reserve	(1.6)	(3.1)	(1.4)
Other Current Assets	4.0	7.5	4.1
TOTAL CURRENT ASSETS	53.4	57.8	50.6
Land and Buildings (net of depreciation)	10.2	8.3	9.2
Machinery, Equipment, and Tooling (net of depreciation)	30.1	29.0	31.9
Other Long Term Assets	6.3	4.9	8.3
TOTAL ASSETS	100.0	100.0	100.0
Accounts Payable	11.3	9.2	14.5
Other Current Liabilities	7.2	10.7	8.8
Notes Payable	12.6	6.2	15.2
Current Portion of Long Term Debt	4.8	3.1	6.1
TOTAL CURRENT LIABILITIES	35.9	29.2	44.6
Long Term Debt (less current portion)	10.1	6.8	14.3
TOTAL LIABILITIES	46.0	36.0	58.9
EQUITY (NET WORTH)	54.0	64.0	41.1
TOTAL LIABILITIES AND NET WORTH	100.0	100.0	100.0
Number of Responses	35	8	12

Note: Figures given are averages as a percent of Total Assets.

Some companies did not provide a breakdown for their inventory; therefore, total inventory may not equal the sum of its components.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
 SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
 TOTALS FOR PROPRIETARY PROCESSORS AND BREAKDOWN BY PROCESS TYPE

NO. 28

INCOME STATEMENT	PROPRIETARY PROCESSORS TOTAL	PROCESS TYPE	
		EXTRUSION	INJECTION MOLDING
Net Sales	100.0	100.0	100.0
Direct Materials	44.0	48.5	40.7
Direct Labor	8.8	6.4	9.6
Indirect Labor	5.9	4.8	8.0
Manufacturing Personnel Fringe Benefits	3.7	3.9	4.0
Depreciation Expense	4.1	3.6	4.9
Other Manufacturing Expense	11.8	8.7	11.3
LIFO Valuations	(0.1)	(0.1)	(0.3)
Total Production Related Expenses (COGS)	78.2	75.8	78.2
GROSS MARGIN	21.8	24.2	21.8
Sales Salaries, Commissions, Fringe Benefits	3.4	2.8	2.9
Other Selling Expense	2.5	3.3	2.8
Administrative Salaries and Wages (includes engineering, R&D, and other)	4.0	4.8	3.2
Administrative Expense (excluding compensation and fringe benefits)	3.5	5.1	2.3
Administrative Fringe benefits	1.1	1.1	1.2
Other Engineering/R&D Expense, Net on Tooling Transactions	0.5	0.3	0.7
Total Non-Production Related Expenses (SG&A)	15.0	17.4	13.1
OPERATING MARGIN	6.8	6.8	8.7
Interest Expense (Income)	1.3	1.1	2.1
Other Expense (Income)	0.7	(0.5)	0.3
Profit Before Income Taxes	4.8	6.2	6.3
Income Taxes	0.8	1.3	2.1
Profit After Income Taxes	4.1	4.8	5.0
Number of Responses	36	8	12

Note: Figures given are averages as a percent of Net Sales.

Some companies did not provide a figure for income taxes paid; therefore, Profit After Income Taxes may not equal the difference between Profit Before Income Taxes and Income Taxes paid.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
 SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
 TOTALS FOR PROPRIETARY PROCESSORS AND BREAKDOWN BY PROCESS TYPE

NO. 28

STATISTICAL DATA	PROPRIETARY PROCESSORS TOTAL	PROCESS TYPE	
		EXTRUSION	INJECTION MOLDING
Net Sales/Average Number of Employees	\$111,650	\$150,055	\$94,443
Net Sales/All Employee Hours	\$57	\$71	\$53
Net Sales/Production Worker Hours	\$94	\$113	\$81
Total Employment Costs/Net Sales	27.0%	23.8%	28.9%
Production Worker Employment Costs/Net Sales	18.5%	15.1%	21.6%
Total Employment Costs/Lbs. Processed	\$0.88	\$0.62	\$0.51
Production Worker Employment Costs/Lbs. Processed	\$0.55	\$0.32	\$0.38
Total Production Related Expenses/Lbs. Processed	\$2.20	\$1.68	\$1.39
Productive Machine Hrs./Available Machine Hrs.	61.2%	67.7%	67.1%
Inventory Turnover (times)	7.8	6.6	8.4
Average Collection Period (days)	42	54	41
Asset Turnover (times)	2.0	1.7	1.8
Return on Assets (before tax)	10.7%	9.9%	9.3%
Return on Equity (before tax)	22.9%	18.4%	20.7%
Return on Assets (after tax)	9.5%	7.6%	7.3%
Return on Equity (after tax)	18.7%	13.2%	16.1%
Percent Change in Net Sales 1988-1989	12.7%	4.9%	13.5%
Number of Responses	36	8	12

Note: Each average is calculated using only those companies providing data necessary for the specified calculation.

1989 FINANCIAL & OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES AND BREAKDOWN BY PROFITABILITY

NO. 28

BALANCE SHEET	TOTAL	PROFITABILITY (BEFORE INCOME TAXES)			
		LESS THAN 3.0%	3.0- 5.9%	6.0- 9.0%	GREATER THAN 9.0%
Cash and Marketable Securities	6.6	2.9	4.8	10.3	9.0
Accounts Receivable	25.8	25.9	28.5	24.4	24.7
Inventory, Total	18.8	20.2	19.0	20.4	16.6
Raw Materials (include packaging and shipping supplies)	10.1	10.7	10.2	10.2	9.5
Work in Progress	2.2	3.2	1.7	2.8	1.4
Finished Goods	8.1	7.7	8.0	8.3	8.4
LIFO Reserve	(1.3)	(1.3)	(0.2)	(1.5)	(2.1)
Other Current Assets	4.0	3.7	3.3	4.5	4.5
TOTAL CURRENT ASSETS	55.2	52.7	55.6	59.6	54.8
Land and Buildings (net of depreciation)	10.1	10.7	8.2	10.8	10.4
Machinery, Equipment, and Tooling (net of depreciation)	28.5	30.2	27.4	25.6	29.4
Other Long Term Assets	6.2	6.4	8.8	4.0	5.4
TOTAL ASSETS	100.0	100.0	100.0	100.0	100.0
Accounts Payable	14.5	17.0	14.8	11.9	13.1
Other Current Liabilities	9.4	9.2	11.8	7.4	9.2
Notes Payable	13.3	19.2	17.4	11.9	6.1
Current Portion of Long Term Debt	5.0	5.6	6.9	3.8	3.7
TOTAL CURRENT LIABILITIES	42.2	51.0	50.9	35.0	32.1
Long Term Debt (less current portion)	7.4	9.6	7.0	6.6	6.1
TOTAL LIABILITIES	49.6	60.6	57.9	41.6	38.2
EQUITY (NET WORTH)	50.4	39.4	42.1	58.4	61.8
TOTAL LIABILITIES AND NET WORTH	100.0	100.0	100.0	100.0	100.0
Number of Responses	134	39	29	23	43

Note: Figures given are averages as a percent of Total Assets.
Some companies did not provide a breakdown for their inventory; therefore, total inventory may not equal the sum of its components.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES AND BREAKDOWN BY PROFITABILITY

NO. 28

	LESS THAN 10%	10% TO 20%	20% TO 30%	30% TO 40%	GREATER THAN 40%
Net Sales	100.0	100.0	100.0	100.0	100.0
Direct Materials	42.0	43.6	39.5	41.6	42.1
Direct Labor	10.3	10.5	11.0	10.1	9.8
Indirect Labor	6.4	7.2	6.4	4.7	6.5
Manufacturing Personnel Fringe Benefits	4.0	4.7	3.4	3.0	4.2
Depreciation Expense	3.4	3.8	3.2	2.9	3.3
Other Manufacturing Expense	11.5	13.1	13.1	11.7	8.8
LIFO Valuations	0.1	A	A	0.4	0.2
Total Production Related Expenses (COGS)	77.7	82.9	76.6	74.4	74.9
GROSS MARGIN	22.3	17.1	23.4	25.6	25.1
Sales Salaries, Commissions, Fringe Benefits	3.1	3.0	3.7	4.0	2.4
Other Selling Expense	1.8	1.5	1.7	2.6	1.6
Administrative Salaries and Wages	5.0	4.9	5.8	5.7	4.2
(Includes engineering, R&D, and other)					
Administrative Expense (excluding compensation and fringe benefits)	4.1	5.2	4.6	3.7	2.9
Administrative Fringe Benefits	0.9	1.0	1.1	0.8	0.9
Other Engineering/R&D Expense, Net on Tooling Transactions	0.4	0.2	0.3	0.6	0.5
Total Non-Production Related Expenses (SG&A)	15.3	15.8	17.2	17.4	12.5
OPERATING MARGIN	7.0	1.3	6.2	8.2	12.6
Interest Expense (Income)	1.4	2.3	1.9	0.9	0.5
Other Expense (Income)	0.3	1.3	0.1	(0.1)	(0.3)
Profit Before Income Taxes	5.3	(2.3)	4.2	7.4	12.4
Income Taxes	1.2	(0.6)	1.0	1.7	2.5
Profit After Income Taxes	4.3	(1.7)	3.1	5.6	9.9
Number of Responses	139	43	30	23	43

A - Less than 0.1%.

Note: Figures given are averages as a percent of Net Sales.

Some companies did not provide a figure for income taxes paid; therefore, Profit After Income Taxes may not equal the difference between Profit Before Income Taxes and Income Taxes paid.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES AND BREAKDOWN BY PROFITABILITY

NO. 28

STATISTICAL DATA	TOTAL	PROFITABILITY (BEFORE INCOME TAXES)			
		LESS THAN 3.0%	3.0- 5.9%	6.0- 9.0%	GREATER THAN 9.0%
Net Sales/Average Number of Employees	\$95,677	\$91,847	\$83,498	\$102,119	\$104,560
Net Sales/All Employee Hours	\$48	\$45	\$42	\$50	\$53
Net Sales/Production Worker Hours	\$74	\$69	\$70	\$75	\$82
Total Employment Costs/Net Sales	29.8%	31.3%	31.3%	28.2%	28.2%
Production Worker Employment Costs/Net Sales	20.7%	22.4%	20.7%	17.7%	20.6%
Total Employment Costs/Lbs. Processed	\$1.09	\$1.02	\$1.26	\$1.29	\$0.93
Production Worker Employment Costs/Lbs. Processed	\$0.75	\$0.71	\$0.84	\$0.80	\$0.69
Total Production Related Expenses/Lbs. Processed	\$2.52	\$2.37	\$2.74	\$3.22	\$2.16
Productive Machine Hrs./Available Machine Hrs.	53.5%	57.0%	50.5%	49.9%	54.4%
Inventory Turnover (times)	10.7	8.6	9.7	9.4	14.0
Average Collection Period (days)	49	51	53	42	49
Asset Turnover (times)	2.0	1.8	2.1	2.3	2.0
Return on Assets (before tax)	11.8%	-2.1%	8.7%	16.8%	24.4%
Return on Equity (before tax)	25.8%	3.1%	25.3%	34.6%	42.4%
Return on Assets (after tax)	9.8%	-1.4%	6.5%	13.2%	19.9%
Return on Equity (after tax)	19.9%	3.5%	20.0%	25.9%	32.2%
Percent Change in Net Sales 1988-1989	9.8%	6.2%	11.7%	9.3%	12.3%
Number of Responses	139	43	30	23	43

Note: Each average is calculated using only those companies providing data necessary for the specified calculation.

1989 FINANCIAL & OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES AND BREAKDOWN BY END USE APPLICATION

NO. 28

BALANCE SHEET	TOTAL	END USE APPLICATION				
		CONSTRUC- TION	ELEC- TRICAL	ELEC- TRONICS	PACKAGING	TRANS- PORTATION
Cash and Marketable Securities	6.6	10.0	8.7	2.8	7.6	4.3
Accounts Receivable	25.8	25.1	20.8	27.1	22.8	30.1
Inventory, Total	18.8	16.7	18.8	23.2	19.5	18.2
Raw Materials (include packaging and shipping supplies)	10.1	9.8	8.7	11.7	10.0	11.0
Work in Progress	2.2	0.9	2.1	5.4	1.4	3.0
Finished Goods	8.1	9.2	9.2	6.1	10.1	6.4
LIFO Reserve	(1.3)	(3.0)	(0.1)	A	(1.5)	(1.8)
Other Current Assets	4.0	4.5	1.7	4.1	4.0	6.9
TOTAL CURRENT ASSETS	55.2	56.3	50.0	57.2	53.9	59.5
Land and Buildings (net of depreciation)	10.1	11.8	10.3	7.5	12.5	10.5
Machinery, Equipment, and Tooling (net of depreciation)	28.5	20.3	26.9	28.2	29.3	25.7
Other Long Term Assets	6.2	11.6	12.8	7.1	4.3	4.3
TOTAL ASSETS	100.0	100.0	100.0	100.0	100.0	100.0
Accounts Payable	14.5	18.7	7.5	16.7	14.5	17.9
Other Current Liabilities	9.4	9.3	6.6	13.2	10.8	8.8
Notes Payable	13.3	6.8	10.4	11.6	17.1	12.0
Current Portion of Long Term Debt	5.0	7.5	1.7	4.0	4.5	6.2
TOTAL CURRENT LIABILITIES	42.2	42.3	26.2	45.5	46.9	44.9
Long Term Debt (less current portion)	7.4	5.6	7.2	13.2	8.5	6.5
TOTAL LIABILITIES	49.6	47.9	33.4	58.7	55.4	51.4
EQUITY (NET WORTH)	50.4	52.1	66.6	41.3	44.6	48.6
TOTAL LIABILITIES AND NET WORTH	100.0	100.0	100.0	100.0	100.0	100.0
Number of Responses	134	18	10	7	35	20

A - Less than 0.1%.

Note: Figures given are averages as a percent of Total Assets.
 Some companies did not provide a breakdown for their inventory; therefore, total inventory may not equal the sum of its components.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES AND BREAKDOWN BY END USE APPLICATION

NO. 28

INCOME STATEMENT	TOTAL	END USE APPLICATION				
		CONSTRUC- TION	ELEC- TICAL	ELEC- TRONICS	PACKAGING	TRANS- PORTATION
Net Sales	100.0	100.0	100.0	100.0	100.0	100.0
Direct Materials	42.0	48.6	37.1	41.0	45.2	41.2
Direct Labor	10.3	8.6	11.9	12.4	9.2	10.8
Indirect Labor	6.4	3.8	10.2	7.2	5.6	7.1
Manufacturing Personnel Fringe Benefits	4.0	3.2	5.7	4.3	3.5	5.4
Depreciation Expense	3.4	2.1	3.1	3.3	3.7	2.7
Other Manufacturing Expense	11.5	7.0	11.9	10.7	11.0	11.9
LIFO Valuations	0.1	A	A	A	0.4	A
Total Production Related Expenses (COGS)	77.7	71.3	79.9	78.9	78.6	79.1
GROSS MARGIN	22.3	28.7	20.1	21.1	21.4	20.9
Sales Salaries, Commissions, Fringe Benefits	3.1	5.2	2.4	2.1	3.4	3.1
Other Selling Expense	1.8	3.6	1.2	1.5	1.8	0.9
Administrative Salaries and Wages (includes engineering, R&D, and other)	5.0	4.9	5.0	5.4	3.9	5.8
Administrative Expense (excluding compensation and fringe benefits)	4.1	6.7	2.7	2.7	3.2	3.2
Administrative Fringe Benefits	0.9	0.9	0.7	1.7	1.0	1.0
Other Engineering/R&D Expense, Net on Tooling Transactions	0.4	1.2	(0.1)	(0.8)	0.7	A
Total Non-Production Related Expenses (SG&A)	15.3	22.5	11.9	12.6	14.0	14.0
OPERATING MARGIN	7.0	6.2	8.2	8.5	7.4	6.9
Interest Expense (Income)	1.4	0.9	1.1	1.6	1.6	1.9
Other Expense (Income)	0.3	0.6	(0.7)	0.5	0.3	A
Profit Before Income Taxes	5.3	4.7	7.8	6.4	5.5	5.0
Income Taxes	1.2	1.8	1.6	0.8	1.4	1.7
Profit After Income Taxes	4.3	2.8	7.3	5.5	4.2	4.3
Number of Responses	139	18	10	7	38	21

A - Less than 0.1%.

Note: Figures given are averages as a percent of Net Sales.

Some companies did not provide a figure for income taxes paid; therefore, Profit After Income Taxes may not equal the difference between Profit Before Income Taxes and Income Taxes paid.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES AND BREAKDOWN BY END USE APPLICATION

NO. 28

STATISTICAL DATA	TOTAL	END USE APPLICATION				
		CONSTRUCTION	ELECTRICAL	ELECTRONICS	PACKAGING	TRANSPORTATION
Net Sales/Average Number of Employees	\$95,677	\$113,253	\$76,002	\$72,393	\$109,816	\$94,911
Net Sales/All Employee Hours	\$48	\$56	\$39	\$39	\$54	\$48
Net Sales/Production Worker Hours	\$74	\$109	\$52	\$58	\$82	\$73
Total Employment Costs/Net Sales	29.8%	26.7%	35.8%	33.3%	26.6%	33.2%
Production Worker Employment Costs/Net Sales	20.7%	15.7%	27.8%	24.0%	18.3%	23.3%
Total Employment Costs/Lbs. Processed	\$1.09	\$1.18	\$1.02	\$1.96	\$0.61	\$1.55
Production Worker Employment Costs/Lbs. Processed	\$0.75	\$0.80	\$0.81	\$1.37	\$0.42	\$1.06
Total Production Related Expenses/Lbs. Processed	\$2.52	\$2.29	\$2.18	\$3.99	\$1.79	\$3.44
Productive Machine Hrs./Available Machine Hrs.	53.5%	54.4%	56.0%	64.3%	50.2%	47.9%
Inventory Turnover (times)	10.7	16.7	11.0	9.1	9.6	11.5
Average Collection Period (days)	49	43	39	50	45	55
Asset Turnover (times)	2.0	2.2	2.6	2.1	2.0	2.0
Return on Assets (before tax)	11.8%	12.9%	21.9%	11.6%	12.0%	10.7%
Return on Equity (before tax)	25.8%	23.8%	32.0%	35.4%	28.0%	32.4%
Return on Assets (after tax)	9.8%	9.4%	21.1%	10.1%	9.2%	9.0%
Return on Equity (after tax)	19.9%	8.8%	27.5%	30.9%	22.0%	26.0%
Percent Change in Net Sales 1988-1989	9.8%	15.4%	17.6%	16.5%	13.0%	6.6%
Number of Responses	139	18	10	7	38	21

Note: Each average is calculated using only those companies providing data necessary for the specified calculation.

1989 FINANCIAL & OPERATING RATIOS SURVEY
 SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
 TOTALS FOR ALL COMPANIES AND BREAKDOWN BY GEOGRAPHIC REGION

NO. 28

BALANCE SHEET	TOTAL	REGION			
		NORTH-EAST	NORTH-CENTRAL	SOUTH	WEST
Cash and Marketable Securities	6.6	7.4	6.2	3.8	9.5
Accounts Receivable	25.8	30.3	24.8	26.2	24.1
Inventory, Total	18.8	17.3	17.9	19.7	21.2
Raw Materials (Include packaging and shipping supplies)	10.1	8.6	10.4	10.8	9.0
Work in Progress	2.2	1.4	2.5	1.6	2.6
Finished Goods	8.1	7.2	7.7	7.8	10.5
LIFO Reserve	(1.3)	(0.3)	(2.2)	(0.6)	(0.6)
Other Current Assets	4.0	3.0	3.7	3.3	6.5
TOTAL CURRENT ASSETS	55.2	58.0	52.6	53.0	61.3
Land and Buildings (net of depreciation)	10.1	7.8	10.9	10.6	8.4
Machinery, Equipment, and Tooling (net of depreciation)	28.5	28.4	29.3	30.7	25.7
Other Long Term Assets	6.2	5.8	7.2	5.7	4.6
TOTAL ASSETS	100.0	100.0	100.0	100.0	100.0
Accounts Payable	14.5	12.1	14.2	15.1	14.8
Other Current Liabilities	9.4	7.8	10.5	6.1	11.3
Notes Payable	13.3	16.5	12.3	12.3	14.9
Current Portion of Long Term Debt	5.0	6.6	4.8	4.0	5.0
TOTAL CURRENT LIABILITIES	42.2	43.0	41.8	37.5	46.0
Long Term Debt (less current portion)	7.4	7.7	8.8	5.9	4.8
TOTAL LIABILITIES	49.6	50.7	50.6	43.4	50.8
EQUITY (NET WORTH)	50.4	49.3	49.4	56.6	49.2
TOTAL LIABILITIES AND NET WORTH	100.0	100.0	100.0	100.0	100.0
Number of Responses	134	20	66	22	25

Note: Figures given are averages as a percent of Total Assets.

Some companies did not provide a breakdown for their inventory; therefore, total inventory may not equal the sum of its components.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES AND BREAKDOWN BY GEOGRAPHIC REGION

NO. 28

INCOME STATEMENT	TOTAL	REGION			
		NORTH-EAST	NORTH-CENTRAL	SOUTH	WEST
Net Sales	100.0	100.0	100.0	100.0	100.0
Direct Materials	42.0	37.0	43.3	45.2	38.1
Direct Labor	10.3	12.0	9.7	8.7	12.4
Indirect Labor	6.4	7.0	6.9	6.1	4.9
Manufacturing Personnel Fringe Benefits	4.0	4.4	4.4	3.3	3.1
Depreciation Expense	3.4	3.7	3.4	3.6	3.0
Other Manufacturing Expense	11.5	13.0	11.2	12.2	10.9
LIFO Valuations	0.1	0.5	(0.1)	0.1	0.4
Total Production Related Expenses (COGS)	77.7	77.6	78.8	79.2	72.8
GROSS MARGIN	22.3	22.4	21.2	20.8	27.2
Sales Salaries, Commissions, Fringe Benefits	3.1	3.4	2.8	2.8	4.0
Other Selling Expense	1.8	1.9	1.4	2.0	2.5
Administrative Salaries and Wages	5.0	5.4	5.1	3.4	6.0
(Includes engineering, R&D, and other)					
Administrative Expense (excluding compensation and fringe benefits)	4.1	3.5	3.2	5.9	5.3
Administrative Fringe Benefits	0.9	0.7	0.9	0.8	1.3
Other Engineering/R&D Expense, Net on Tooling Transactions	0.4	0.4	0.4	0.1	0.5
Total Non-Production Related Expenses (SG&A)	15.3	15.3	13.8	15.0	19.6
OPERATING MARGIN	7.0	7.1	7.4	5.8	7.6
Interest Expense (Income)	1.4	1.5	1.6	1.5	1.0
Other Expense (Income)	0.3	0.5	0.2	0.7	0.1
Profit Before Income Taxes	5.3	5.1	5.6	3.6	6.5
Income Taxes	1.2	1.2	1.4	0.7	0.9
Profit After Income Taxes	4.3	3.9	4.6	2.7	5.7
Number of Responses	139	21	67	24	26

Note: Figures given are averages as a percent of Net Sales.

Some companies did not provide a figure for income taxes paid; therefore, Profit After Income Taxes may not equal the difference between Profit Before Income Taxes and Income Taxes paid.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES AND BREAKDOWN BY GEOGRAPHIC REGION

NO. 28

STATISTICAL DATA	TOTAL	REGION			
		NORTH-EAST	NORTH-CENTRAL	SOUTH	WEST
Net Sales/Average Number of Employees	\$95,677	\$81,643	\$102,357	\$97,610	\$82,844
Net Sales/All Employee Hours	\$48	\$41	\$52	\$45	\$44
Net Sales/Production Worker Hours	\$74	\$61	\$76	\$68	\$86
Total Employment Costs/Net Sales	29.8%	33.0%	29.9%	25.1%	31.7%
Production Worker Employment Costs/Net Sales	20.7%	23.4%	21.1%	18.0%	20.4%
Total Employment Costs/Lbs. Processed	\$1.09	\$1.20	\$0.93	\$0.65	\$2.01
Production Worker Employment Costs/Lbs. Processed	\$0.75	\$0.83	\$0.66	\$0.45	\$1.31
Total Production Related Expenses/Lbs. Processed	\$2.52	\$2.54	\$2.25	\$1.94	\$4.06
Productive Machine Hrs./Available Machine Hrs.	53.5%	55.4%	50.3%	59.5%	53.5%
Inventory Turnover (times)	10.7	9.6	10.7	8.2	14.3
Average Collection Period (days)	49	63	46	59	37
Asset Turnover (times)	2.0	2.0	2.1	1.8	2.1
Return on Assets (before tax)	11.8%	9.8%	12.9%	8.3%	14.8%
Return on Equity (before tax)	25.8%	20.3%	29.4%	13.7%	33.7%
Return on Assets (after tax)	9.8%	7.3%	10.7%	6.3%	13.0%
Return on Equity (after tax)	19.9%	15.5%	23.3%	10.7%	24.3%
Percent Change in Net Sales 1988-1989	9.8%	12.0%	9.0%	7.9%	13.4%
Number of Responses	139	21	67	24	26

Note: Each average is calculated using only those companies providing data necessary for the specified calculation.

1989 FINANCIAL & OPERATING RATIOS SURVEY
SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
TOTALS FOR ALL COMPANIES, SMC MOLDERS, AND CUSTOM SHEET EXTRUDERS

NO. 28

BALANCE SHEET	TOTAL	MOLDERS OF SHEET MOLDING COMPOUNDS (SMC)	CUSTOM SHEET EXTRUDERS
Cash and Marketable Securities	6.6	3.8	6.8
Accounts Receivable	25.8	25.7	25.1
Inventory, Total	18.8	14.6	18.2
Raw Materials (include packaging and shipping supplies)	10.1	6.7	13.1
Work in Progress	2.2	3.6	1.1
Finished Goods	8.1	5.1	7.5
LIFO Reserve	(1.3)	(0.8)	(3.5)
Other Current Assets	4.0	2.4	1.9
TOTAL CURRENT ASSETS	55.2	46.5	52.0
Land and Buildings (net of depreciation)	10.1	13.4	16.9
Machinery, Equipment, and Tooling (net of depreciation)	28.5	32.5	21.7
Other Long Term Assets	6.2	7.6	9.4
TOTAL ASSETS	100.0	100.0	100.0
Accounts Payable	14.5	10.8	15.0
Other Current Liabilities	9.4	8.0	8.6
Notes Payable	13.3	4.6	15.6
Current Portion of Long Term Debt	5.0	1.7	2.9
TOTAL CURRENT LIABILITIES	42.2	25.1	42.1
Long Term Debt (less current portion)	7.4	7.8	2.8
TOTAL LIABILITIES	49.6	32.9	44.9
EQUITY (NET WORTH)	50.4	67.1	55.1
TOTAL LIABILITIES AND NET WORTH	100.0	100.0	100.0
Number of Responses	134	8	14

Note: Figures given are averages as a percent of Total Assets.

Some companies did not provide a breakdown for their inventory; therefore, total inventory may not equal the sum of its components.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
 SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
 TOTALS FOR ALL COMPANIES, SMC MOLDERS, AND CUSTOM SHEET EXTRUDERS

NO. 28

INCOME STATEMENT	TOTAL	MOLDERS OF SHEET MOLDING COMPOUNDS (SMC)	CUSTOM SHEET EXTRUDERS
Net Sales	100.0	100.0	100.0
Direct Materials	42.0	37.8	52.3
Direct Labor	10.3	11.1	5.9
Indirect Labor	6.4	11.8	4.7
Manufacturing Personnel Fringe Benefits	4.0	8.4	3.1
Depreciation Expense	3.4	2.9	2.9
Other Manufacturing Expense	11.5	10.8	8.8
LIFO Valuations	0.1	0.1	0.1
Total Production Related Expenses (COGS)	77.7	82.9	77.8
GROSS MARGIN	22.3	17.1	22.2
Sales Salaries, Commissions, Fringe Benefits	3.1	2.0	3.2
Other Selling Expense	1.8	0.9	1.9
Administrative Salaries and Wages (includes engineering, R&D, and other)	5.0	4.4	4.6
Administrative Expense (excluding compensation and fringe benefits)	4.1	2.0	2.6
Administrative Fringe Benefits	0.9	0.8	0.9
Other Engineering/R&D Expense, Net on Tooling Transactions	0.4	A	0.5
Total Non-Production Related Expenses (SG&A)	15.3	10.1	13.7
OPERATING MARGIN	7.0	7.0	8.5
Interest Expense (Income)	1.4	1.4	1.2
Other Expense (Income)	0.3	(1.5)	A
Profit Before Income Taxes	5.3	7.1	7.3
Income Taxes	1.2	2.0	1.8
Profit After Income Taxes	4.3	7.3	5.5
Number of Responses	139	8	15

A - Less than 0.1%.

Note: Figures given are averages as a percent of Net Sales.

Some companies did not provide a figure for income taxes paid; therefore, Profit After Income Taxes may not equal the difference between Profit Before Income Taxes and Income Taxes paid.

1989 FINANCIAL AND OPERATING RATIOS SURVEY
 SOCIETY OF THE PLASTICS INDUSTRY/FINANCIAL MANAGEMENT COMMITTEE
 TOTALS FOR ALL COMPANIES, SMC MOLDERS, AND CUSTOM SHEET EXTRUDERS

NO. 28

STATISTICAL DATA	TOTAL	MOLDERS OF SHEET MOLDING COMPOUNDS (SMC)	CUSTOM SHEET EXTRUDERS
Net Sales/Average Number of Employees	\$95,677	\$70,885	\$172,240
Net Sales/All Employee Hours	\$48	\$36	\$84
Net Sales/Production Worker Hours	\$74	\$48	\$144
Total Employment Costs/Net Sales	29.8%	38.5%	22.3%
Production Worker Employment Costs/Net Sales	20.7%	31.3%	13.8%
Total Employment Costs/Lbs. Processed	\$1.09	\$1.10	\$0.29
Production Worker Employment Costs/Lbs. Processed	\$0.75	\$0.89	\$0.18
Total Production Related Expenses/Lbs. Processed	\$2.52	\$2.21	\$0.91
Productive Machine Hrs./Available Machine Hrs.	53.5%	41.4%	62.2%
Inventory Turnover (times)	10.7	11.1	9.7
Average Collection Period (days)	49	51	47
Asset Turnover (times)	2.0	1.8	2.0
Return on Assets (before tax)	11.8%	14.2%	14.3%
Return on Equity (before tax)	25.8%	26.3%	32.6%
Return on Assets (after tax)	9.8%	13.7%	10.7%
Return on Equity (after tax)	19.9%	21.8%	25.9%
Percent Change in Net Sales 1988-1989	9.8%	9.4%	6.1%
Number of Responses	139	8	15

Note: Each average is calculated using only those companies providing data necessary for the specified calculation.

Definitions



APPENDIX A

Formulas For Specified Ratios

Total Employment Costs/Net Sales:

(Direct Labor + Indirect Labor + Manufacturing Personnel Fringe Benefits + Sales Salaries, Commissions, Fringe Benefits + Administrative Salaries & Wages + Administrative Fringe Benefits) / Net Sales

Production Worker Employment Costs/Net Sales:

(Direct Labor + Indirect Labor + Manufacturing Fringe Benefits) / Net Sales

Total Employment Costs/Pounds Processed:

(Direct Labor + Indirect Labor + Manufacturing Fringe Benefits + Sales Salaries, Commissions, Fringe Benefits + Administrative Salaries & Wages + Administrative Fringe Benefits) / Pounds Processed

Production Worker Employment Costs/Pounds Processed:

(Direct Labor + Indirect Labor + Manufacturing Fringe Benefits) / Pounds Processed

Cost of Goods Sold/Pounds Processed:

Total Production Related Expenses / Pounds Processed

Inventory Turnover (Times):

Total Production Related Expenses / Inventory

Average Collection Period:

(Accounts Receivable x 365) / Net Sales

Asset Turnover (Times):

Net Sales / Total Assets

Return on Assets (before tax):

Profit Before Tax / Total Assets

APPENDIX A (Continued)

Return on Equity (before tax):

Profit Before Tax / Equity

Return on Assets (after tax):

Profit After Tax / Total Assets

Return on Equity (after tax):

Profit After Tax / Equity

Additional Ratios

The information presented here can also be used to determine liquidity, coverage and leverage. A series of ratios to be calculated are listed below and their function is briefly described.

Liquidity ratios test the short-term financial position.

Current Ratio:

Current Assets / Current Liabilities is a rough indication of a firm's ability to meet its immediate obligations. Composition and quality of the assets are as important as the absolute ratio.

Quick Ratio:

(Cash & Equivalents + Receivables) / Current Liabilities is a more conservative measure of liquidity. A value of unity means that all current obligations can be met without having to convert any inventory to sales.

Coverage Ratios measure ability to service debt.

Earnings Before Interest and Taxes/Interest

(Profit Before Income Taxes + Interest Paid) / Interest Paid is a measure of a firm's ability to meet interest payments on its debt. A high ratio indicates little difficulty in meeting such obligations, and an ability to handle more debt.

APPENDIX A (Continued)

Cash Flow/Current Maturities

$(\text{Profit After Income Taxes} + \text{Depreciation}) / \text{Current Portion of Long-Term Debt}$ measures the firm's ability to handle the retirement of its debt. Although all cash is not available for debt service, it is perhaps the highest priority use, and a ratio less than unity would be cause for concern.

Leverage ratios measure the vulnerability of a firm during business downturns as well as potentially favorable tax consequences during periods of high volume.

Debt/Worth:

Total Liabilities / Net Worth expresses the degree of protection for the creditors provided by the owners of the firm. A ratio of unity indicates a reasonable balance between long-term financial safety and aggressive application of the firm's resources.

Fixed/Worth:

Net Fixed Assets / Net Worth measures the extent to which equity capital has been invested in plant and equipment. The presence of leased assets now shown on the Balance Sheet may alter the implication of this ratio substantially.

APPENDIX B

LIST OF PARTICIPANTS

A

Accurate Molded Plastics
Coeur d'Alene, ID 83814

Acro Extrusion Corp.
Wilmington, DE 19809

Admo, Incorporated
Schaumburg, IL 60193

Advance Foam Plastics, Inc.
Denver, CO 80216

Airlite Plastics Company
Omaha, NE 68101

Akemi Plastics, Inc.
Eaton Rapids, MI 48827

Alamo Foam, Inc.
San Antonio, TX 78233

Allen Extruders, Inc.
Holland, MI 49423

American Filtrona Corp.
Richmond, VA 23294

Ameron - Fiberglass Pipe Div.
Houston, TX 77280

Arkey Industries, Inc.
Dayton, OH 45409

Automatic Technologies, Inc.
South Bend, IN 46628

B

Baron Industries, Inc.
Denver, CO 80239

Bauer Corporation
Wooster, OH 44691

Bird Incorporated
Bardstown, KY 40004

BP Chemicals, Inc.
Hawthorne, CA 90254

The Budd Company
Madison Hts., MI 48071

Busada Manufacturing Corp.
Louisa, VA 23093

C

Cashiers Structural Foam
Cashiers, NC 28717

Century Insulation Mfg. Co.
Union, MS 39365

Chili Plastics, Inc.
Rochester, NY 14624

Clearglass Containers, Inc.
Lyons, NY 14489

Colgate Plastics Corp.
Buffalo, NY 14220

Combibloc, Inc.
Columbus, OH 43228

Crane Plastics Company
Columbus, OH 43216

Creative Forming
Ripon, WI 54971

Creative Pultrusions, Inc.
Alum Bank, PA 15521

Crescent Plastics, Inc.
Evansville, IN 47715

Crosby Manufacturing Co.
Crosby, MN 56441

Custom Pack, Inc.
Malvern, PA 19355

Cyanade Plastics, Inc.
Henderson, KY 42420

CYRO Industries
Mt. Arlington, NJ 07856

D

Dekalb Molded Plastics
Butler, IN 46721

Dickten & Masch Manufacturing
Nashotah, WI 53058

Drew Foam Companies, Inc.
Monticello, AR 71655

DRG Plastics, Inc.
Union, MO 63084

DTM Products, Inc.
Boulder, CO 80301

The Duriron Company, Inc.
Springboro, OH 45068

E

Electro-General Plastics Corp.
Cleveland, OH 44120

Engineered Custom Plastics Corp.
Easley, SC 29641

ESSEF Corporation
Daytona Beach, FL 32117

F

Fabri-Kal Corp.
Kalamazoo, MI 49001

Federal Molding Company
Sanford, NC 27330

Fibernetics
Compton, CA 90220

Filam National Plastics, Inc.
Paramount, CA 90723

Fleck Co., Inc.
Auburn, WA 98002

Foam Molding Co. of Arkansas
Rogers, AR 72758

Form Pac Corp.
Sandusky, OH 44870

G

Gaco Western, Inc.
Seattle, WA 98138

The General Industries Co.
Elyria, OH 44038

Glastic Corporation
Cleveland, OH 44121

G.W. Fiberglass, Inc.
O'Fallon, MO 63366

H

Haysite Reinforced Plastics
Erie, PA 16509

Heartland Building Products
Booneville, MS 38829

Hi-Tech Mold & Tool Inc.
Pittsfield, MA 01201

Hoffer Plastics Corporation
South Elgin, IL 60177

Hughes Plastics, Inc.
St. Joseph, MI 49085

Huron Plastics Group, Inc.
St. Clair, MI 48079

I

Innovative Plastics Corp.
Orangeburg, NY 10962

K

William Kreysler & Associates
Penngrove, CA 94951

Kurz-Kasch, Inc.
Dayton, OH 45401

L

Landis Plastics, Inc.
Chicago Ridge, IL 60415

Lerner Packaging Corporation
Garwood, NJ 07027

Loomis Plastics Corporation
Seattle, WA 98199

M

Mankato Corporation
Mankato, MN 56001

Master Containers, Inc.
Mulberry, FL 33860

Master Industries, Inc.
Piqua, OH 45356

Master Shield, Inc.
Weatherford, TX 76086

Menasha Corporation
Watertown, WI 53094

MFG Justin Tanks, Inc.
Georgetown, DE 19947

Michigan Plastic Products Co.
Grand Haven, MI 49417

Miles Fiberglass & Plastics
Oregon City, OR 97045

Molded Container Corp.
Portland, OR 97282

Molded Fiber Glass Companies
Ashtabula, OH 44004

Morrison Molded Fiber Glass
Bristol, VA 24203

N

National Plastics Corporation
Fort Wayne, IN 46825

Nicholas Plastics, Inc.
Grand Rapids, MI 49503

P

Pacific Allied Products, Ltd.
Ewa Beach, HI 96707

Pacific Molded Foam
Downey, CA 90241

Pacific Plastic Technology
S. El Monte, CA 91733

Packer Plastics, Inc.
Lawrence, KS 66044

Penda Corp.
Portage, WI 53901

Performance Plastics Products
Houston, TX 77041

PEXCO, Inc.
Northborough, MA 01532

The Phillips Manufacturing Co.
Canton, MA 02021

Placon Corporation
Madison, WI 53708

Plastalene Corporation Ltd.
Quebec, Canada J2J 1C2

PLASTEC Products, Inc.
Fort Collins, CO 80524

Plastic Art Products
Greeley, CO 80631

Plastic Design, Inc.
Middletown, CT 06457

Plastic Engineering Corp.
New Berlin, WI 53151

Plastic Enterprises Co., Inc.
Independence, MO 64051

Plastic Industries, Inc.
Athens, TN 37303

Plastic Ingenuity Inc.
Cross Plains, WI 53528

The Plastic Moldings Corp.
Cincinnati, OH 45214

Plastic Products Company
Lindstrom, MN 55045

Plastofilm Ind., Inc.
Wheaton, IL 60189

Polyfoam Packers Corp.
Wheeling, IL 60090

Precision Custom Products, Inc.
DeGraff, OH 43318

Premix, Inc.
North Kingsville, OH 44068

Prent Corporation
Janesville, WI 53547

Progressive Plastics, Inc.
Cleveland, OH 44135

Puget Corporation
Portland, OR 97224

Q

Quality Plastics Co., Inc.
Newberg, OR 97132

R

Recto Molded Products, Inc.
Cincinnati, OH 45209

Regal Plastic Co.
Kansas City, MO 64127

Rheem Container Corporation
Danbury, CT 06813

Richmond Plastics Inc.
Richmond, VA 23225

Rostone Corporation
Lafayette, IN 47903

Royce Plastic Molding Co., Inc.
Indianapolis, IN 46226

S

Samco Plastics Company
Watsonville, CA 95077

Sanders Containers, Inc.
St. Louis, MO 63122

Sealright Co., Inc.
Los Angeles, CA 90023

Southern Plastic Mold, Inc.
Anaheim, CA 92806

Spir-It, Inc.
Wakefield, MA 01880

Steinwall, Inc.
Fridley, MN 55432

Sunbeam Plastics Corp.
Evansville, IN 47711

T

TEC Systems Inc.
Bakersfield, CA 93303

Tech Marketing
Tempe, AZ 85281

Techform, Inc.
Mt. Airy, NC 27030

Tech-Way Industries, Inc.
Franklin, OH 45005

Teel Plastics Co., Inc.
Baraboo, WI 53913

Tetra Plastics, Inc.
Chesterfield, MO 63005

Thermoplastic Molders, Inc.
Oklahoma City, OK 73118

Transparent Container Company
Berkeley, IL 60183

Tray-Pak Corp.
Reading, PA 19803

U

United Southern Industries Inc.
Forest City, NC 28043

V

Van Norman Molding Co.
Bridgeview, IL 60455

Variform, Inc.
Kearney, MO 64060

Vermont Plastics, Inc.
Montpelier, VT 05602

Vinyl Plastics, Inc.
Sheboygan, WI 53082

W

Waterbury Companies, Inc.
Waterbury, CT 06722

W.J. Whatley, Inc.
Commerce City, CO 80022

Wilden International Plastics
Montpelier, VT 05601

Willow Plastics, Inc.
Geneva, IL 60134

Winzen International, Inc.
San Antonio, TX 78249

Witt Plastics, Inc.
Greenville, OH 45331

Questionnaire



Questionnaire – 1989 Financial and Operating Ratios Survey – No. 28**Confidential – For Plastics Processing Companies**

Company Code: _____

Company (Plant) Location: City _____ State _____

This is the questionnaire for the twenty-eighth annual Financial and Operating Ratios Survey for custom or proprietary plastics processing firms engaged in compression, blow, or injection molding; extrusion; reinforced plastics; or other methods of processing. Please complete the questionnaire as comprehensively as possible. A list of definitions for selected line items is attached.

If you have any questions regarding this survey please contact Mr. David Blank or Mr. Paul Korz at Ernst & Young, Association Services Group, at 202/862-6000.

This survey covers statements for the calendar year 1989 or closest fiscal year. If you have separate operations engaged in different processes (eg. an injection molding plant and an extrusion plant) or different businesses (eg. a custom compression molding plant and a proprietary injection plant), please complete a separate questionnaire for each operation. If you are a division or plant in a multi-product company where it is not possible to extract all balance sheet items, mark N.A. on such items. If precise calculations are too difficult, reasonable estimates are acceptable.

All individual company responses will be held in strictest confidence.

Return completed questionnaires by April 15, 1990 to Ernst & Young in the enclosed return envelope. Please make a copy of completed questionnaires for your records.

All participants will receive a complimentary copy of the compiled survey results.

THIS SURVEY IS SPONSORED BY SPI'S FINANCIAL MANAGEMENT COMMITTEE

Please return completed questionnaires by April 15, 1990 to:

**Ernst & Young
Association Services Group
1225 Connecticut Avenue, NW
Washington, DC 20036
Fax: 202/862-6200**

STATISTICAL DATA

1. TOTAL ASSETS (in thousands of dollars) _____ (\$000's)
2. NET SALES - EXCLUDING TOOLING (in thousands of dollars) _____ (\$000's)
3. Average Number of Employees _____ employees
4. All Employee Man Hours _____ hrs
5. Production Worker Man Hours (Hourly paid employees assigned to manufacturing) _____ hrs
6. Total Available Machine Hours (assume 8,500 hrs/yr available per primary machine) _____ hrs
7. Total Productive Machine Hours (actual operating hours) _____ hrs
8. Total Pounds Processed _____ lbs
9. Percent Change in Net Sales 1988-1989? (Note + or -) _____ %

10. What was the percent distribution of your 1989 sales by PROCESS TYPE?

Blow Molding	_____ %	Pultrusion	_____ %
Comp./Transfer Molding	_____ %	Thermoforming	_____ %
Extrusion	_____ %	Other	_____ % (Describe _____)
Foam Molding	_____ %		
Injection Molding	_____ %		
		TOTAL	100.0 % (must sum to 100%)

11. Approximately what percent of your 1989 sales were CUSTOM or PROPRIETARY?

Custom	_____ %
Proprietary	_____ %
TOTAL	100.0 % (must sum to 100%)

12. In 1989, what was the percent distribution of your sales by END-USE APPLICATION?

Appliances	_____ %	Packaging	_____ %
Business Equipment	_____ %	Pipe & Fittings	_____ %
Construction	_____ %	Siding	_____ %
Electrical	_____ %	Toys	_____ %
Electronics	_____ %	Transportation	_____ %
Furniture	_____ %	Other	_____ % (Describe _____)
Houseware	_____ %		
Medical	_____ %		
		TOTAL	100.0 % (must sum to 100%)

13. If you are a maker of BMC (Sheet Molding Compound), please check here. ☐14. If you are a custom sheet extruder, please check here. ☐

INCOME STATEMENT

All figures to one decimal place, as a percent of Net Sales

1. NET SALES (Excluding Tooling)	100.0	%
PRODUCTION RELATED EXPENSES		
2. Direct Labor (excluding fringe benefits)	_____	%
3. Indirect Labor (excluding fringe benefits)	_____	%
4. Manufacturing Personnel Fringe Benefits	_____	%
5. Direct Materials	_____	%
6. Depreciation Expense	_____	%
7. Other Manufacturing Expense	_____	%
8. LIFO Valuations	_____	%
9. Total Production Related Expense (Sum of lines 2 through 8)	_____	%
NON-PRODUCTION RELATED EXPENSES		
10. Sales Salaries	_____	%
11. Sales Commissions	_____	%
12. Sales Fringe Benefits	_____	%
13. Administrative Salaries & Wages (include engineering, R&D, other)	_____	%
14. Administrative Fringe Benefits	_____	%
15. Administrative Expense (excluding compensation & fringe benefits)	_____	%
16. Other Selling Expense (excluding salaries & fringe benefits)	_____	%
17. Engineering Expense (excluding salaries & fringe benefits)	_____	%
18. Research & Development Expense (excluding salaries & fringe benefits)	_____	%
19. Net on Tooling Transactions	_____	%
20. Total Non-Production Related Expense (Sum of lines 10 through 19)	_____	%
21. Interest Expense or (Income)	_____	%
22. Other Expense or (Income)	_____	%
23. Profit Before Income Taxes	_____	%
24. Income Taxes	_____	%
25. Profit After Income Taxes	_____	%

BALANCE SHEET

All figures to one decimal place, as a percent of Total Assets

1. Cash and Marketable Securities	_____	%
2. Accounts Receivable	_____	%
3. Inventory, Total	_____	%
3.A. Raw Materials (include packaging & shipping supplies)	_____	%
3.B. Work in Progress	_____	%
3.C. Finished Goods	_____	%
3.D. LIFO Reserve (if applicable)	_____	%
4. Other Current Assets	_____	%
5. Land and Buildings (net of accumulated depreciation)	_____	%
6. Machinery, Equipment & Tooling (net of accumulated depreciation)	_____	%
7. Other Long Term Assets	_____	%
8. TOTAL ASSETS	100.0	%
9. Accounts Payable	_____	%
10. Current Portion of Long Term Debt	_____	%
11. Other Current Liabilities	_____	%
12. Notes Payable	_____	%
13. Other Long Term Liabilities	_____	%
14. Equity (Net Worth)	_____	%
15. TOTAL LIABILITIES AND NET WORTH	100.0	%

SUGGESTIONS FOR FUTURE SURVEYS:

THANK YOU FOR YOUR PARTICIPATION -- PLEASE RETURN COMPLETED QUESTIONNAIRE BY APRIL 15, 1990

THE SOCIETY OF THE PLASTICS INDUSTRY
1989 FINANCIAL AND OPERATING RATIOS SURVEY

DEFINITIONS

INCOME STATEMENT

1. **Net Sales** - Sales, excluding tooling, at gross invoice amount less return allowances, freight paid for customers and discounts taken.
2. **Direct Labor** - Cost of labor, excluding fringe benefits, applied and assigned directly to the manufacturing function.
3. **Indirect Labor** - Cost, excluding fringe benefits, of hourly and salaried labor that is not directly applied to, but assigned to the manufacturing function.
4. **Manufacturing Personnel Fringe Benefits** - Fringe benefits for both direct & indirect labor.
5. **Direct Materials** - Cost of material including inbound freight, applied and assigned directly to the manufacture of a product.
6. **Depreciation Expense** - The cost of assets used in manufacturing which is allocated to the period covered by the operating statement.
10. **Sales Salaries** - Salaries paid to company salespersons or other selling agents.
11. **Sales Commissions** - Commissions paid to salespersons or other selling agents. Do not include salaries of salespersons.
12. **Sales Fringe Benefits** - Fringe benefits applied to company salespersons and other selling agents.
13. **Administrative Salaries** - Salaries of company personnel not related to more specific functions such as manufacturing or selling. Includes Engineering & Research and Development salaries.
14. **Administrative Fringe Benefits** - Fringe benefit costs applied to personnel in line item 13.
15. **Administrative Expense** - An expense (not including salaries and fringe benefits) related to the enterprise as a whole as contrasted to expenses related to more specific functions such as manufacturing or selling.

DEFINITIONS* (Continued)

16. **Other Selling Expenses** - Travel, Entertainment, Advertising, etc. (Excluding salaries and fringe benefits).
17. **Engineering Expense** - Expense related specifically to engineering department. (Excluding salaries and fringe benefits.)
18. **Research and Development Expense** - Expenses for research -- activities aimed at discovering new knowledge in the hope that such activity will be useful in creating a new product, process or service. Expenses for development -- activities to translate research findings or other knowledge into a new or improved product, process or service. (Excluding salaries and fringe benefits.)
19. **Net on Tooling Transactions** - The difference between the amount paid for small tools (life less than one year) and the amount received for the sale of such tools.
21. **Interest Expense or (Income)** - The difference between interest paid and interest received.
22. **Other Expense or (Income)** - The difference between outlays and receipts on transactions (other than receipt or payment of interest) not related to the primary purpose of the firm such as income or investments, gains or losses on sale of assets, etc.
23. **Profit Before Income Taxes** - Operating profit prior to income tax expense.
25. **Profit After Income Taxes** - Profit before income taxes less Federal income tax and other income taxes.

BALANCE SHEET

1. **Cash** - Currency and coins, negotiable checks, and balances in bank accounts, and any marketable securities.
2. **Accounts Receivable** - Current (less than one year) trade accounts with amounts owed to company.
3. **Inventory, Total** - Total of 3.A., 3.B., 3.C., and 3.D., or total as carried in accounting records, if breakout is not available.
 - 3.A. **Raw Materials** - Unused materials from which manufactured products are to be made. Include packaging and shipping supplies.
 - 3.B. **Work In Progress** - Partially completed manufactured products.
 - 3.C. **Finished Goods** - Completed but unsold manufactured products.
 - 3.D. **LIFO Reserve** - Current or FIFO historical cost of ending inventory less LIFO historical cost.
4. **Other Current Assets** - Prepayments, receivables other than trade accounts and notes, manufacturing supplies, spare parts, small tools, office supplies, etc.
5. **Land and Buildings** - Factory buildings, store buildings, garages, warehouses, and other facilities. Site at cost, net of accumulated depreciation.
6. **Machinery, Equipment and Tooling** - Machinery, Equipment and Tooling with life of more than one year, valued at cost, net of accumulated depreciation.
7. **Other Long Term Assets** - Assets, other than those specifically listed in the questionnaire, which are expected to last more than one year including capitalized leases, goodwill, etc.
9. **Accounts Payable** - Amounts owed for goods or services, related to a firm's primary activity, under an informal credit agreement -- usually payable within one or two months.
10. **Current Portion of Long-Term Debt** - Long-term debt falling due within one year of the balance sheet date.
11. **Other Current Liabilities** - Other amounts owed by company not classified in line items 9 and 10.

DEFINITIONS (Continued)

12. **Notes Payable** - The face amount of promissory notes given in connection with loans from the bank or the purchase of goods or services.
13. **Other Long-Term Liabilities** - Obligations having due dates, or maturities, more than one year after the balance sheet date.
14. **Equity** - The difference between total assets and total liabilities.



THE SOCIETY OF THE PLASTICS INDUSTRY
1275 K STREET, N.W., WASHINGTON, D.C. 20005